

# THE NATIONAL PROVISIONER

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No. 4.

## MEAT STRIKERS BALK AT PEACE AGREEMENT

Settlement of the trouble between the packers and the butcher workmen, who have been on strike, was interfered with on Friday at Chicago by refusal of the strikers to abide by the terms of the peace agreement signed at the conference Wednesday. The strikers returned to work at most of the packing centres in the West on Friday morning, but at Chicago the success of the peace arrangement was threatened by the failure of the labor leaders to see that their men lived up to its terms.

The agreement was signed on Wednesday at Chicago between the packers and the union officers. The men were ordered back to work on Friday in compliance with the terms of this agreement. When those at the Chicago plants appeared to take their old places, they found that the packers could not place all of them at once, as many non-union men employed during the strike were still at work.

The terms of the peace agreement provided that the packers were to take back all the men they had room for within forty-five days. The strikers demanded that they be taken back in a body instantly. When this was not done, President Donnelly sent the following telegram to all the strike centres:

"Order out all the departments again. Companies violated agreement. Signed, Michael Donnelly, President Amalgamated Meat Cutters and Butchers' Workmen."

### Read the Agreement Wrong.

The dispute was over the interpretation of that clause of the agreement which provided for taking back the strikers pending arbitration. The packers understood it to mean that they had forty-five days in which to make room for the strikers. They have all along insisted that they would under no circumstances discharge the non-union men who had stood by them during the strike merely to make room for the strikers. On the other hand, the labor leaders claim to read the

agreement to mean that the entire body of strikers were to be taken back at once.

The strikers at Chicago made no secret of their intention to make it so disagreeable for the non-union men that the latter would be glad to get out. Crowds of ex-strikers gathered outside the plants and terrorized the non-union men so that many of them left voluntarily. The packers were acting in good faith and had already made room for fully half of the strikers and intended to take care of the rest as rapidly as possible.

The action of the strike leaders in waiting until the packers had made room for their men and then declaring the strike on again was looked upon as a piece of clever strategy which would react with fatal effect upon the strikers' cause, however, because of its bad faith in directly violating the peace agreement.

As the National Provisioner went to press the situation remained critical at Chicago, though every effort was being made to restore harmony, and a conference was in progress with that end in view. It was hoped to reach an understanding so that the peace plans might be carried out at once.

### The Strike Up to Date.

The strike, up to the time of going to press, was marked by two notable failures—the failure of the striking workmen to dictate terms to the packers, and the failure of the sensational press to realize its hysterical predictions of a meat famine.

The strikers walked out of the packing houses expecting to tie up a large portion of the meat industry and force the packers to yield to the demands which they attempted to impose. The correct attitude taken by the packers from the very start of the difficulty foredoomed the strike to defeat. Before the strike order was carried into effect the packers had sent a written offer to the strike leaders to arbitrate all questions at issue. The butchers struck in the face of this offer, and their action lost them the sympathy of allied unions which were counted on to strike in sympathy with them.

The strike leaders pretended to hold a walk-out of all the other packing-house employees

as a threat over the heads of the packers. The latter declined to be frightened. They were operating their plants without the striking workmen. Besides, they knew the allied trades were not ready to join a sympathetic strike on such grounds. They were right, for the leaders of the other unions were the ones who showed the strike bosses the weakness of their position, and forced them into the arbitration agreement, in which they backed down from practically every stand they had so defiantly taken when arbitration was first offered.

Neither did the phantom of a meat famine materialize, despite the frantic headlines of the "yellow" press. There was an ample supply of dressed meat on hand when the strike began, and the coolers were still well filled when the peace agreement was reached. It was a striking illustration of the remarkable system and methods of the modern packing industry. The strike could have been prolonged another fortnight without exhausting the reserve supply of fresh meats in the wholesale refrigerators. And behind this supply was the immense store of canned, cured and pickled meats of all kinds, enough to feed the nation for an almost unlimited period.

### Packers Kept Prices Down.

Equally remarkable, in the face of unanimous prediction of sky-flying meat prices, was the way the packers held the market level on wholesale meats. Throughout the days of strike talk, when the evil spirit of a meat famine was being paraded before the public mind by the sensational press, the packers were offering dressed beef in any quantity at prices lower than those which prevailed before any talk of a strike was heard. The average increase in wholesale beef prices during the entire term of the strike was less than one cent a pound, wholesale. For a fortnight before the labor troubles began wholesalers were actually selling dressed beef at a loss, owing to a slump in the market which began about the Fourth of July, and the added cent barely brought the price up to a normal level.

Talk of high meats had foundation in the course pursued by a number of retail butchers throughout the country whose greed outran their discretion. With the first talk of strike troubles these retailers began to shove up the prices of steaks, chops and roasts

## PRIVATE LIGHTING OUTFITS

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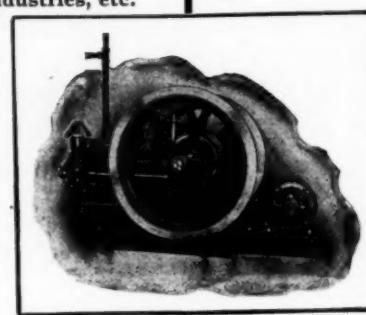
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to their customers. In some places the increases amounted to 6 to 10 cents per pound. The result was a disappointing surprise to these grasping retailers and a confirmation of the packers' attitude. The public refused to buy at the "boosted" figures, and the butchers found their trade disappearing and their refrigerators jammed with unsalable meat. The result was a sudden fall in prices, and by the time the news of the strike settlement spread the "shrewd" retailers were glad to take any price they could get for their cuts.

### Wise Course of Some Retailers.

The big retail butchers of New York, Chicago and other cities and a goodly proportion of the smaller dealers followed the wise course of protecting their customers and making no added charge for meats with the strike as an excuse. Their supply of meat was never in danger of depletion. They were buying beef at wholesale at about the normal market level, and they told their customers the truth and were satisfied with customary profits. The result is that these dealers are holding their trade, while many of the "get-rich-quick" retailers have been compelled to close up, and others are sitting up nights inventing excuses for their rash behavior.

Figures prove the falsity of newspaper reports of extortion in meat prices on the part of the packers and reputable retailers. On Tuesday, when the strike was at its height and the prospect of a long struggle was imminent, Swift & Company's prices to butchers in Chicago were as follows:

Straight beef, 7@9½c. per lb.

Beef loins, 10@18½c. per lb.

Pork loins, 9½@10c. per lb.

Hams, 11½@12½c. per lb.

Bacon, 10½@16½c. per lb.

On the same day Irwin Bros., one of Chicago's "square-dealing" retail butcher firms, sold meats at the following figures:

Porterhouse, 28c.

Sirloin, 18@20c.

Round, 12½c.

Pork chops, 12½c.

Boiling meats, 6@8c.

Chuck steak, 10c.

Mutton chops, 14c.

Lamb chops, 16c.

Hamburger, 8c.

Pork, 8c.

Ham, 14c.

Bacon, 15@18c.

These prices were in striking contrast to

the 28-cent porterhouse, 25-cent sirloin, 20-cent round, 30-cent lamb chops and 22-cent bacon prices asked by some retailers in Greater New York. The big butchers asked very little over the Irwin Bros.' scale of prices, however—not more than enough to make up for added cost of marketing in New York.

Instead of making a fortune out of the strike, wholesale dealers and slaughtering firms not affected by the strike have done well to come out even on their sales during the time of the trouble. The reserve of meats held by the large packers was so ample, and the smaller killers did such good work in providing a plentiful supply in fear of a shortage, that the result was almost an over-supply. There was no day during the strike that there was not plenty of meat to be had, and at the end of the week the markets were normal both as to supply and price. Adjustment of conditions following the return to work of the strikers and the resumption of full operations at the big plants might be supposed to keep the market a trifle unsettled for a few days. But the packers and wholesalers promise no diminution in the normal meat supply and no fluctuation in the price.

When The National Provisioner went to press last week the outlook for a settlement of the strike was dark. The repeated offers of the packers to arbitrate the difficulty had been scorned by the strikers. The latter felt that the packing houses could not be operated without them, and that the packers would have to come to their terms. They would agree to arbitration, but only on condition that every striker be taken back at once, and they further reserved the right to refuse to accept the arbitrators' decision as to wages. If it suited them, they would agree; if not, they would strike again. They figured that the packers could not operate their plants with non-union men, and they held a sympathetic strike of the allied packing house trades as a trump card.

But as the packers added daily to the forces at work in the plants, and proved that they could kill and dress meats without the aid of the union, the strikers began to weaken. One by one they withdrew their demands, until finally they insisted only on the return of all their members pending arbitration. The packers stood firm on this point, refusing to agree to discharge non-union men who had helped them out in order to make room for strikers.

Then the labor leaders sprung the threat of a sympathetic strike. This was done with a

loud flourish, to conceal their growing fears of defeat. It was announced that only by strenuous efforts could the strike leaders prevent the allied trades from walking out. As a matter of fact, the other unions declined to commit themselves to a losing cause, and warned the strikers that they must accept arbitration or go to pieces. The officers of the allied packing house trades unions used their good offices in achieving the final settlement and helped to save the faces of the strikers by opportune intercession.

### An Agreement Was Reached.

The final conference was held on Wednesday, participated in by representatives of the packers, the strike leaders and other labor leaders, who used their influence for peace. The session lasted for four hours, and several times it looked as though it would break up in a row. But the packers' representatives were reasonable and conciliatory, as they have been since the start of the trouble, and terms were finally agreed upon for the arbitration process. The agreement signed by both sides at the conference, and which was expected to end the strike, is as follows:

Memorandum of agreement entered into between the representatives of the various packing companies, whose signatures appear below, and the representatives of the Amalgamated Meat Cutters and Butcher Workmen of North America, as follows:

Wages and working conditions of all employees now on strike to be submitted to arbitration, each party to this agreement having the privilege of bringing before the arbitrators for decision any question of wages or conditions, or any other grievances they may have, and both to abide by the decision of the arbitrators.

The packing companies signing this agreement to retain all employees now at work, who wish to remain, and will re-employ all employees now out as fast as possible, without discrimination. Employees to return to work at the wages received when going out, pending the decision of the arbitrators. Arbitrators to consist of three practical packing house men, to be selected as follows: One representative of the packing company, one representative of the Amalgamated Meat Cutters and Butcher Workmen of North America, these two to select a third member. The two first named shall meet within forty-eight hours after resumption of work, proceed to elect the third member, and shall meet daily for that purpose until the duty has been completed.

When the third member has been selected the three shall meet daily unless adjournment be had by unanimous consent until the final conclusion has been reached and the award made. Any former employee not reemployed within forty-five days from date work is re-

sumed to have the privilege of submitting his or her case to arbitration, on question of discrimination, decision of arbitrators to govern.

Committee on behalf of packing companies.

THOMAS J. CONNORS,  
THOMAS E. WILSON,  
EDWARD TILDEN,

Committee on behalf of Amalgamated Meat Cutters and Butcher Workmen of North America.

M. DONNELLY,  
W. M. STIRLING,  
JOHN FLOERSCH,  
THOMAS I. KIDD.

Immediately after the signing of the agreement telegrams were sent by the strike leaders to the various packing centres, calling off the strike. The strikers were to go to work as soon as the packers would find room for them, and it was expected that all plants would be in full swing as before the difficulty by Monday. The packers had succeeded in operating their plants with non-union help to a very large extent, and these men will be taken care of, in spite of the strike settlement. The packers proved that they could run their business without the aid of the strikers, and they do not intend to recede from the ground which they have occupied. The settlement affects the plants all over the country, how-

ever, and if it is adhered to, when the arbitrators get through there will be nothing left to dispute over anywhere in the packing industry.

"I am glad the controversy has been settled," said Arthur Meeker, of Armour & Company. "We have never been opposed to unions and have always been glad to treat with organized bodies of our workmen on fair propositions. We could not agree to reinstate all of the men within a short time, as that would mean a discharge of men who have come to Chicago from all parts of the country to help us operate our plant in time of trouble.

"It would have been decidedly unfair on our part to have agreed to dispense with the services of these men as soon as the controversy was adjusted. As matters stand now we will take the strikers back as fast as possible, and if any one has a grievance in regard to not being employed he can submit his case to arbitration at the end of forty-five days."

"We did the best we could to relieve a bad situation," said Thomas I. Kidd, vice-president of the American Federation of Labor, who was selected as a representative of the butcher workmen. "We are glad it is settled."

## ILLEGAL AND CRIMINAL STRIKE METHODS

Strikes and strike methods come once more under the limelight of public criticism as a result of the difficulty between the packers and their former employees. The blame for the riotous behavior attendant upon big strikes is usually shifted to the shoulders of the hoodlum sympathizers of the strikers. Such an explanation will not hold good in the case of the trouble at the Swift plant at South St. Paul, Minn., where for days the owners, managers, clerks and other employees have been refused admittance to the plant by a cordon of strike pickets—union members, led by union officers—who have surrounded it and defied the police, the sheriff and all the authorities combined.

This is only a cruder way of enforcing what has come to be called the "closed shop" rule; that is, an employer shall hire none but members of the union—he has no choice in engaging his workmen. The "closed shop" agreement—forced on many employers who yield rather than face a strike—has, however, been declared by the courts to be not only illegal, but criminal. In a recent decision in a Chicago case, Judge Francis Adams, of the Illinois Court of Appeals, says in regard to picketing:

Appellants deny that they used force, threats or intimidation of any sort and say they were peaceable and mildly persuasive. But the very presence of a large number of pickets, with the avowed purpose of preventing plaintiff's employees from remaining in its employ and of preventing those seeking employment from entering it was in itself intimidation. When a thousand laborers gather around a railroad track and say to those who seek employment they had better not, and that advice is supplemented every little while by a terrible assault upon one who disregards it, everyone knows something more than advice is intended. It is coercion, force; it is the effort of many by the mere weight of numbers to compel the one to do their bidding.

In discussing the right of an employer to engage whom he pleases to take the place of strikers who have left him, the Court says:

An employer whose workmen have left him and gone on a strike, particularly when they have done so without any justifiable cause, is entitled to contract with other laborers or workmen to fill the places of those who have left him. Any workman seeking work has a right to make a contract with such employer to work for him in the place of any one of the men who have left him to go out upon a strike. Therefore, the prohibition contained in section 8 strikes at right of contract, both on the part of the laborer and of the employer. It is now well settled that the privilege of contracting is both a liberty and a property right. Liberty includes the right to make and enforce contracts, because the right to make and enforce contracts is included in the right to acquire property. Labor is property. To deprive the laborer and the employer of this right to contract with one another is to violate section 2 of article 2 of the Constitution of Illinois, which provides that "no person shall be deprived of life, liberty or property without due process of law." It is equally a violation of the fifth and fourteenth amendments of the Constitution of the United States. The provision embodied in section 8 "is a discrimination between different classes of citizens founded on no justifiable ground and an attempt to exercise legislative power in behalf of certain classes and against other classes, whether laborers seeking work or employers. It falls under the condemnation of the constitution."

The purpose of the strikers is in violation of the criminal code, which provides as follows:

Sec. 158. If any two or more persons shall combine for the purpose of depriving the owner or possessor of property of its lawful use and management, or of preventing, by threats, suggestions of danger, or by any unlawful means, any person from being employed by or obtaining employment from any such owner or possessor of property, on such terms as the parties concerned may agree upon, such persons so offending shall be fined not exceeding \$500 or confined in the county jail not exceeding six months.

Sec. 159. If any person shall, by threat, intimidation or unlawful interference, seek to prevent any other person from working or from obtaining work at any lawful business, on any terms that he may see fit, such a person so offending shall be fined not exceeding \$200.

Not only was the purpose of the strike unlawful but the means used to achieve the unlawful purpose were unlawful. We know of no well considered case, or, indeed, of any case, holding that a combination of persons to injure the business of another is not unlawful. That the appellants, and others associated with them, acted in concert, in unlawfully endeavoring to injure, and, in fact, injuring complainant's business for an unlawful purpose, is fully sustained by the evidence. They conspired, breathed together, to effect an unlawful purpose, and by overt acts did all they possibly could to that end. It is not necessary to prove an express agreement between the appellants and those associated with them. It may be proved by circumstantial evidence.

Each conspirator is responsible for the acts and declarations of every other conspirator in furtherance of the common purpose. The conspiracy originated simultaneously with the calling of the strike and continued until the filing of the last petition. It was a single conspiracy. And the Court on the hearing of each of the second and third petitions did not err in hearing the prior evidence. The evidence was competent as tracing and showing the character of the conspiracy. It is an indispensable condition of the enjoyment by each citizen of the liberty and rights guaranteed by the constitution and laws that he shall respect and not unlawfully infringe upon the liberty or rights of any other citizen. This cannot be done with impunity.

### Startling Phase of Decision.

A startling phase of the decision, says a writer in the *Chicago Chronicle*, is that it puts into the hands of the non-union man, should he care to avail himself of the privilege, one of the most powerful weapons in the law's great armory. This formidable weapon is found in the taint of "criminality" which the decision attributes to the conduct of the parties contracting to maintain or establish the "closed shop."

The employer who signs the closed-shop contract, as well as the labor union which procures his signature by threats of strikes or in other ways, is in this opinion held to be amenable to the criminal laws for conspiring to injure the "property rights" of a workman in his labor.

"If in the future any employer signs a closed shop agreement with union or non-union workers," says one of the leading lawyers in the case, "such employer will do so with the full knowledge that he is laying himself liable to the criminal as well as the civil code, and that any non-union or union workman excluded under the signed agreement has a double-edged weapon of the law with which to enforce his right to be free from the handicap of a conspiracy of discrimination when he seeks employment in any workshop, store, factory or other place of business."

In a Wisconsin decision, rendered only last week, Judge Ludwig, at Milwaukee, in ruling union contracts to be void, said: "The social principle which justifies such organizations is departed from when they are so extended in their operations as either to intend or to accomplish injury in others. Public policy and the interests of society favor the utmost freedom in the citizen to pursue his lawful trade or calling, and if the purpose of an organization or combination of working men be to hamper or to restrict that freedom, and through contract or arrangement with employers to coerce other workmen to become members of the organization and to come under its rules and conditions under the penalty of the loss of their positions and of deprivation of employment, then that purpose seems clearly unlawful and militates against the spirit of our government and the nature of our institutions. The effectuation of such a purpose would conflict with that principle of public policy which prohibits monopolies and exclusive privileges."

## STANDARD OIL LARD TIERCES

Whatever else may be said of the Standard Oil Company, it must be admitted that it has as shrewd a business management as the world affords. The packing house trade is a large contributor to its profits through Standard Oil methods. In the language of a large packer, "the Standard Oil is the slickest thing in the business. Those fellows never take their eyes off of the profits."

An example of this big trust's smart enterprise is furnished in the matter of tierces. The lard, tallow and oleo renderers can buy Standard Oil barrels, new, at at least 50c. per tierce cheaper than they can those of other cooperage package concerns. The large packers make most of theirs. The smaller plants cannot profitably do so. The Standard Oil people were the first to realize that there was a profitable field in this direction. The company conceived the idea of conforming the standard size of its own oil barrels to that of the export tierce of the packer, and then proceeded to clean up the field.

The modus operandi is very simple. The Standard Oil tierces are made and sold to whomsoever will buy at 50c. per barrel less than the current market price of such packages. These tierces finally land on the other side of the water. The minute they land in Europe the Standard's people come back on the scene, and the reason for their price cutting and generosity on this side is at once clear. After the lard, tallow or oil is sold these tierces, as "empties," come back upon the market. They have but little value to any one over there in the packing trade. There is but one customer to whom they are of any value. That is the Standard Oil Company. This big petroleum concern has its "suckers" out all over Europe drawing in these empty tierces, which they get at a mere nominal sum. The tierces are well soaked. They suit the Standard as well as new ones.

It may look small in the Standard Oil Company to be scouring Europe for empty lard, tallow and oleo tierces, but they are figured in the company's business scheme, and, if the original idea in their manufacture is not lost sight of, they are made by the Standard Oil Company for ultimate use in that corpora-

tion's business. Of course, all of the tierces sent abroad are not gobbed up on the continent as "seconds," but the Standard loses only 50c. on each of those that slip through its drag net, and it saves so much on the vast number recovered that the small loss on the vagrants is not missed, at least hardly missed. When each tierce is sold on this side at 50c. below the market it is with the view of getting it into that commercial drift which will

land it on the other side and, ultimately, into the warehouses of the Standard Oil Company, which pumps it full of kerosene and other oils. By this clever ruse the big kerosene outfit makes the exporter of lards, tallow and oleo pay the freight, insurance and customs charges on the other side and all costs of whatever nature to get these barrels over. All the company then does is to hang around and pick up these tierces virtually at rubbish prices, take them out of the merchant's way at a small figure, get them to the concern's warehouses, scald them out and fill them with oil for the European trade. This oil is carried over in tank ships and pumped into the company's local reservoirs. It is a slick, clean business game. By getting these barrels the renderer on this side saves at least

side is glad to get rid of the empty, useless barrels the Standard gets back this 50c. and a lot more. It also saves a lot of shipping trouble and expense incidental to importing American staves or casks into Europe. No harm is done to any one. The packer is glad to get these tierces at 50c. below the market for such packages; the merchant on the other side is glad to get rid of the empty useless barrels and save both room and annoyance: the oil company is glad to get them back for its purposes at a mere nominal sum.

This is but one of the shrewd business moves of the Standard's management into the sphere of the packing house industry. The cottoned oil end of it has been influenced. Just how near this concern's enterprise touches the zone of the car tank for the interchangeable transportation of cottoned oil and petroleum is not known in outside circles, but an interest lies there. The tierce serves as an illustration.

### ENGLAND'S CHANGING BEEF TASTE.

The heralding of the fact that a 4,200-lb. black polled steer passed through Ohio last week en route to Allegheny, Pa., recalls the fact that the age of the demand for heavy steers, except for show purposes, is gone. There was a time when people preferred matured, beefy-flavored beef. Now the eater goes in more for tender young beef.

There are other reasons that bring the smaller and younger carcass into vogue. The chief reason is that there is less bone and surplus fat to the pound of meat and steaks for small families can be more easily cut from the handy 1,200 lb. steer's carcass. These items have largely helped to swing public taste to the side of the smaller animal.

For years the British market would not take anything lighter than a 1,600 to 1,800 pound bullock. Those of 2,000 and 2,200 pounds weight were even more popular because they were more beefy. In fact, the huge Christmas beef type of 2,200 to 3,000 pounds weight had the call upon the market

"roast beef of old England" from the carcass of a 1,400 pound store bullock. In fact, the lighter steer is becoming more and more demanded by the Britisher. The drift of the public taste is from the heavy, expensive carcass to that of the more profitable one of the lighter animal. This trend is more convenient for the general cattle raising business because it is awkward to have to scour the market for these export specials when the domestic trade calls for a different size of steer.

The change in the British taste is due largely to the intrusion of the well-fed and finely finished meat shipped from the United States, dead and alive. This stuff, being grown without reference to anything but the taste of the general consumptive trade at home, can be shipped abroad without the necessity of adding all the extra charges which are entailed by special sizes and special conditions of any foreign market. Englishmen have learned to like our prime cuts in this country. Hence they have their prejudice tempered by the time they return to old England.

The fact exists that each half decade for the last quarter of a century shows a distinct drift in British taste from the heavy bullock to the lighter one. The 1,200-lb. steer seems to be the one insight for best selling commercial beef. Such steers in a finished state are so popular now as to command a higher price than do the 1,800 and 2,000-lb. type, which certain districts still affect because their breeds are of the heavier build and they have not as yet veered around to the nuggety chunks which butchers prefer and seek. The Continent has no choice of sizes, but takes what there is.

### VIRGINIA CHEMICAL REPORT.

The report of the Virginia-Carolina Chemical Company for the year ended June 15 last shows that the gross earnings were slightly larger than last year, but the net earnings were about \$190,000 less. Owing to the suspension of dividends on the common stock, the dividend requirements were considerably reduced, leaving a surplus for the year of \$540,143, as compared with \$27,696 the previous year. The statement compared with the figures for 1903 is as follows:

	1904.	1903.
Gross .....	\$3,293,109	\$3,231,377
Repairs, depreciation, etc. ....	800,219	635,060
Balance .....	\$2,492,890	\$2,596,317
Pf. div., interest, etc. ....	1,862,756	2,568,621
Surplus .....	\$540,143	\$27,696

The balance sheet compares as follows:

ASSETS.	1904.	1903.
Cash .....	\$1,295,765	\$1,913,555
Accounts receivable .....	2,551,303	3,918,835
Bills receivable .....	5,073,278	4,513,465
Merchandise inventory .....	3,123,625	5,637,456
Undivided earnings, independent companies .....	3,216,270	3,383,475
Invested in other companies .....	28,256,789	27,189,158
Steamers, etc. ....	20,610	20,230
Plants, mines, and lands .....	14,471,845	11,069,468
Brands, good-will, etc. ....	348,900	348,900
Unearned insurance .....	60,710	75,034
Investments .....	703,252	500,720
Total .....	\$58,773,455	\$61,600,827

LIABILITIES.	1904.	1903.
Preferred stock .....	\$12,000,000	\$12,000,000
Common stock .....	27,984,400	27,984,400
Bills payable .....	7,064,425	4,784,266
Collateral trust loan .....	7,000,000	7,000,000
Accounts payable .....	64,892	296,462
Due sub. companies .....	589,288	4,587,234
Contingent funds .....	200,000	200,000
Account interest on collateral trust loan, etc. ....	128,417	72,916
Undivided profits .....	3,457,033	4,665,534
Notes sub. companies .....	285,000	.....
Total .....	\$58,773,455	\$61,600,827

### THERE IS

## MONEY

in Packing House Products  
if you know what you have  
to work with and how to  
work it. You can find this  
out by consulting the

### STILLWELL-PROVISIONER LABORATORY

Official Chemists to the New York  
Produce Exchange

36 Gold St., New York Branch: Floor A, Produce Exchange

## BERLIN COURTS

Food faddists in Germany have not received a great deal of encouragement in any direction for their assaults on harmless food preservatives. It is notable that they pass by sulphites, acetate of aluminum and other highly deleterious ingredients used by some German food manufacturers, particularly in the preparation of meat products for export, while they light upon borax and its derivatives as the special butt of their attacks. They get small support from the recognized scientific authorities, however, and appear to be little tolerated by the courts in their crusade against borax.

In the recent prosecution by the imperial board of health of a prominent firm for the use of boric acid in egg products the victory, as reported by The National Provisioner, was sharp and decisive on the side of the borax people. A translation of the newspaper reports of the hearing indicate the strenuous attempts made by the faddists to convict the manufacturers for using an almost infinitesimal quantity of boric acid in the preparation of yolk of egg. The health board marshalled an array of professors to prove the deadly effect of the borax on the egg, but their assertions carried no weight with the court, which dismissed the proceeding without hesitation. Following are extracts from the report in the Berliner Tageblatt:

A stiff fight raged for many hours in the Fourth Criminal Court of the Assizes re boric acid, the substance which has given rise to so many scientific discussions in medical associations and controversial publications, and has led to measures being taken by the Federal Council and the Imperial Board of Health. The occasion for it was furnished by a prosecution for an offense against the Food Act, the defendants being Wilh. Keller, merchant; Martin Michaelis, merchant; Dr. M. Riegel, chemist; Dr. E. Cahn, chemist, and Paul Frank, manufacturer, the latter being proprietor of an egg preparations factory. The charge against defendants was that of manufacturing and trading in yolk of egg for food purposes, preserved with boric acid, which in this form has for a long time been a current trade article. Such preparations of yolk of egg preserved with boric acid are used particularly for making "egg cognac"; they are also worked up by bakers, confectioners, macaroni manufacturers, etc. The goods seized on defendant's premises were found to contain 1.2 to 1.6% of boric acid.

All the defendants denied having been guilty

## SUSTAIN BORAX

of food adulteration or of trading in food which was injurious to health. They referred to the fact that the article had been sold for years in this form and had never been objected to. Although it was known that a hot dispute was going on amongst scientists as to the admissibility of boric acid, yet one was justified in appealing to the views of such authorities as Prof. Dr. Liebreich, who hold that the addition of boric acid in such minute proportions is not injurious. One of the defendants had looked through the literature on the subject and found that against 125 authorities who maintain the harmlessness of boric acid there were only 67 who held a different view.

The experts dealt with the point in dispute in extensive scientific reports. Prof. Dr. Liebreich went into the question whether a substance which had for so long a period been consumed all the world over without any injury to the individual being observable could now, all of a sudden, be regarded as injurious to health. He denied it, and stated with particular emphasis that boric acid was not injurious; that according to expert evidence it was not even injurious to infants in the proportion of 0.2%, and that in all the course of his experience, both in theory and in practice, no case of injury had come to his notice. Boric acid was an excellent preservative, and used in the proper proportions, it was a harmless and important article from a national-economical point of view. He would endeavor to the best of his ability to extend the use of this preservative.

Dr. Gerlach also opposed the views of the health board experts. In the whole literature relating to the subject he had not found a single proof that boric acid was capable of injuring the human health in the proportion under review. Dr. Maschke stated that the term "yolk of egg for food purposes" only applied, in the trade, to yolk of egg treated with boric acid.

The solicitors for the defense asked for the acquittal of defendants since the Court could not possibly give a judgment as to whether boric acid was injurious, and no offense whatever had been proved against the defendants. The court acquitted all the defendants, the president stating that a task had been set them which they could not nor was it their business to fulfil. The charge was based on the question whether the addition of boric acid involved adulteration, and whether it was injurious to health. It was not in the province of the Court to decide a scientific dispute of this kind, since they had nothing whatever to go upon. But even were an authoritative judgment to be given on the point in dispute by the highest court, an acquittal must follow in this instance, since defendants had not been convicted of an offense against the Foods Act, either from a scientific point of view or through carelessness.

## FACTORS IN THE WORLD'S MEAT TRADE

In spite of the foot and mouth disease and other restrictions, both on live cattle and dressed beef, Argentina is looked upon by at least one American observer as a dangerous competitor of the United States in the British beef market. This is Editor A. C. Halliwell, of the Chicago Live Stock World, who is now in England on a tour of investigation.

"What is the most formidable rival of American dressed beef?" he asked of a representative of one of the largest meat concerns in that country. "Argentine chilled beef is undoubtedly the greatest competitor," was the reply. "There is a popular notion to the effect that South America sends only frozen meat to London. That is erroneous, as are many more of the popular expressions."

Argentine sends beef, both frozen and merely chilled, and the latter system is rap-

idly growing in favor, says Mr. Halliwell, though there are great obstacles to overcome in a five weeks' voyage and passing through the tropics.

Argentine has three-fourths to seven-eighths bred English cattle in large quantities, and the number of good cattle is being steadily increased. There are now 22,500,000 cattle in Argentine, and about 90,000,000 sheep. As the country only has a population of 4,500,000, these figures, Mr. Halliwell takes to mean that Argentine has the largest number of meat producing animals of any country in the world, population considered.

Australia has some 6,500,000 cattle in a territory as large as America. In other words, since the drought Australia has no more cattle than the State of Texas. New Zealand has some 1,460,000 cattle and 18,

954,000 sheep. That country is only shipping mutton, having no surplus of beef to send so far. There are only 800,000 people in New Zealand, about enough to make another city of Liverpool, and the industry and intelligence of the Maoris, the most advanced of the Australasian natives, result in a large production of good sheep.

"There is great rivalry between the Welling district on the north island of New Zealand and the Canterbury district on the south island as to the production of good sheep. Between them they send some of the best carcasses of sheep and lambs that reach the English markets. The Maoris can do about what white farmers do, but the blacks of Australia are an ignorant and dumb and non-progressive lot."

"What about that great drought in Australia and what will be its effect on the future meat supplies from that country?"

"Oh, there will no doubt be a great recovery; it has already set in strongly, but large numbers of people were completely driven to the wall by its severity."

"What figure is Canada destined to cut in the matter of supplying the home country with meat?"

"Canada is proudly referred to as the granary and meat producer of Britain, but with 2,845,000 cattle and 1,736,000 sheep it looks as if she had a long way to go before that dream can be realized. Conspicuously displayed in one of the steamship offices here is a bas-relief map of the North American continent. That map shows Canada to be larger than the United States, as it is in area, but it is needless to say that the map takes in a good share of the land covered by the North Pole searchers."

"Canada, productive Canada, is very long from east to west, but very narrow. If it were not for the 30 per cent. tariff a good share of the cattle raised in Western Canada would be sold in Chicago. Some of them are, as it is, and a good cattleman of Alberta declared that really large numbers of cattle grazed in the Canadian Northwest are drifted down over the line and sold to men who can pass them along to where they can be properly finished. That is why Canadians are so very anxious for Britain to admit their cattle into the interior. Canada is not destined to be a very strong factor in the meat trade."

### EQUAL RIGHTS TO ALL.

Under this heading the Internationale Fleischer Zeitung publishes the decision of the Altona, Germany, courts in the case of a manufacturer at Marne who employed boric acid for the preservation of North Sea crabs, which otherwise would be barred from consumption in inland communities. Notwithstanding the fact that two experts, called in the case, declared against the use of boric acid, even in small amounts, the defendant cited an overwhelming amount of medical expression on the subject, the substance of which was that no deleterious consequences result from the judicious use of small amounts of this preservative. The court therefore discharged the defendant.

See Page 48 for

Want and For Sale Ads.

## EXPORTS FOR TWO YEARS COMPARED

The foreign commerce of the United States in the fiscal year 1904 is the largest in its history; the exports of manufactures are larger than in any preceding year, and the exports of domestic products exceed those of any other country. This is the substance, in a single sentence, of the record of the year's commerce just announced by the Department of Commerce and Labor through its Bureau of Statistics. It shows, taking up the figures in detail, that the total exports during the year ending June 30, 1904, are \$1,460,829,539, against \$1,420,141,679 in the fiscal year 1903, an increase of \$40,687,860. Comparing the figures of 1904 with those of earlier years, it may be said that the total exports are larger than in any preceding year except 1901.

The Russo-Japanese war and other causes of increased consumption abroad have given a stimulus to our meat and provision exports for the fiscal year which ended June 30, 1904. The exports of live cattle show a big increase for the year, 515,048 head having been sent abroad in that time, against 344,283 head in the previous twelve months. The increase in value was \$11,786,375. There were 44,108,632 lbs. more of fresh beef exported in 1904 than the year before, at an

increase in value of \$1,773,808. Tallow exports jumped nearly fifty million pounds in weight and over two million dollars in increased value. Bacon and fresh, salted and pickled pork also showed increased demand. Cured beef exports increased over four million pounds, but values sagged, and the total was not so great in dollars as in 1903. The same was true of lard. Oleo oil exports increased over forty million pounds in weight and a million dollars in value, but there was a falling off in the shipments of oleomargarine. The total exports of cattle, hogs and sheep for the twelve months show an increase from \$29,878,009 in 1903, to \$42,515,419 in 1904. Following is a comparison of the value of the exports for the two years:

	1903.	1904.
Cattle .....	\$28,808,366	\$40,594,741
Fresh beef .....	24,972,889	26,746,697
Tallow .....	1,615,531	3,796,773
Bacon .....	21,840,798	24,035,147
Fresh & salted pork	9,278,927	9,445,834
Oleo oil .....	11,966,830	12,847,092
Butter .....	1,472,915	1,640,361
Decrease:		
Canned beef .....	\$7,871,852	\$5,820,953
Salted & cured beef .....	3,887,890	3,273,562
Hams .....	24,689,194	21,533,500
Lard .....	50,025,275	45,457,298
Oleomargarine .....	773,149	601,072

## ENGLAND'S MEAT IMPORTS

Analysis of the official statistics of the imports of food products into the United Kingdom for the past two years reveals the fact that the consumption of meats and provisions in Great Britain is increasing at a steady pace, in spite of industrial depression and supposed hard times in that kingdom. England's imports of food products for the past two years increased in nearly every line; in fact, with the single exception of hams, the demand for which fell off from 166,016,144 lbs. in 1902 to 127,829,184 lbs. in 1903. On the other hand, there was a slight increase in bacon imports and a large call for fresh beef and mutton, the imports of fresh beef jumping up over 50,000,000 lbs. and those of mutton increasing by more than 40,000,000 lbs.

The United States led all other countries in supplying beef and pork products to the Britishers in both years. The increase in 1903 over the previous year was most marked in the fresh beef imports, the United States supplying most of the increased demand, with Argentina a lagging second. The United States also increased its mutton exports to Great Britain by nearly a million pounds, but here its totals were of course insignificant as compared to the frozen mutton sent in from New Zealand and Argentina. The United States consumes all the mutton and lamb it can raise within its own borders.

In pork products the United States fell off in its sales to the Britishers, though still outdistancing all competitors. Denmark and Canada increased their exports of bacon, but the Danes fell off on hams, while Canada gained. The official figures for the two years are as follows:

	1902.	1903.
Fresh beef: Pounds.	Pounds.	
United States .....	256,532,080	301,719,040
Argentina .....	103,459,776	129,047,632
All other countries	55,238,448	35,062,160
Total .....	415,230,304	465,828,832
Bacon:		
United States .....	367,791,760	324,072,784
Denmark .....	140,630,224	167,563,312
Canada .....	51,798,544	74,507,888
Russia .....	3,888,752	5,147,968
All other countries	5,737,568	6,289,704
Total .....	569,846,848	577,581,656
Hams:		
United States .....	146,931,248	105,186,928
Canada .....	18,360,160	22,119,664
Denmark .....	197,466	147,616
All other countries	527,270	374,976
Total .....	166,016,144	127,829,184
Mutton:		
New Zealand .....	183,124,144	227,968,608
Argentine Repub. ....	151,480,112	166,406,240
United States .....	3,897,000	4,688,656
All other countries	70,373,222	50,798,160
Total .....	408,875,078	449,861,664

have proven the only satisfactory provisions which have reached the Russian forces.

It is only the difficulties of transportation, due to Japanese naval supremacy, that have kept the Russians from placing heavier orders in this country. Russia's present strenuous efforts to regain sea power in the Pacific are as much due to her desire to open the way for supply ships as for any other reason. The shipment of American goods across the Atlantic and by rail across Europe to Siberia is

too costly to be considered, therefore, the Russians must get their supplies in via the Pacific. Illustrating the canned meat situation, a Russian paper says:

"The Red Cross Society has made contracts with two St. Petersburg canning firms for the delivery of canned food for army use in Manchuria. Many applications for the delivery of such goods having been received from competing Russian and foreign firms, the Red Cross Society before awarding further contracts thought it best to first examine the goods already delivered by the two St. Petersburg firms. The result was surprising, showing the canned food to be unfit for consumption, owing to the food being unpalatable, having been subjected so long to the cooking process as to utterly destroy all nutritive qualities. The bouillon was totally unfit for use. All the goodness had been boiled out of the meat and the other articles not only presented a very unappetizing appearance, but also emitted a disagreeable odor. Samples sent by French, German and Danish firms proved to be of little value, partly owing to the excessive use of spice, partly owing to fat being used instead of butter."

## ICE AND BUTTERINE PLANTS.

An American firm, W. B. Depew & Co., has secured from the government of Durango, Mexico, a concession for an ice and cold storage plant, and in connection therewith the manufacture of butterine. The ice plant will have a capacity of three tons daily. The cold-storage space to be built has not yet been announced. The concessionaires are builders and contractors themselves and will construct the building. They have not yet decided on the installation of machinery. There is an old ice plant in Durango with a supposed capacity of six tons daily, but actually of less than half that capacity.

What process the concessionaires will follow in the manufacture of butterine is not known. The principal cotton district of Mexico is in this State, and cottonseed cake and oil are easily obtainable.

## CATTLE FOR THE TRANSVAAL.

In a report from Pretoria, United States Consul Proffit gives figures showing the number of horned cattle, with the country of their origin, imported into the Transvaal during the year 1903 by the colonial government for the purpose of stocking the various government farms: Somaliland, 995; Queensland, 300; United States (Texas), 10,000; Madagascar, 20,000; Great Britain, 200; total, 31,495.

Since March, 1903, there were shipped from America (mostly from Texas) 11,206 head, including a private consignment. Seven vessels were employed to bring over these cattle, and the mortality among them is reported as 154 head. Not one case of disease occurred among those that died on the water, every death resulting from injuries sustained by being gored, falling, or other accidents, or from parturition. The mortality was less than 1 1/4 per cent. In regard to the Texas cattle, it is reported that up to February last a total of about 1,580 head had died, principally from Rhodesian redwater. The most prevalent diseases in the Transvaal are African coast fever, ordinary redwater, and lung sickness.

## CANNED GOODS FOR RUSSIAN ARMY.

Russia has been endeavoring to supply her forces in the field with meats and meat products of her own manufacture, and the result has been somewhat disastrous, as the meat supply has proved inadequate and the canned goods unfit for consumption. Resort to the canned goods of other continental countries has been equally unsatisfactory, and Russia has been forced to turn to the United States for relief. Orders sent from this country

In answer to the question as to whether the American cattle imported have proved to be suitable for the Transvaal climate, the Commissioner of Lands replied as follows: "The experience of the land department as regards the 5,000 head of Texas cattle retained by them is that these cattle have proved themselves well fitted for this country, notably in the areas known as bushveldt (wooded fields), the characteristics of which are quite different from those of the highveldt, and give the real test of the adaptability of particular breeds of cattle to this colony. It has been stated that they should not be imported older than 18 months. This is not, however, borne out by the observations on the progress made by the cattle held by the land department, about which experience shows that if future importations consisted of nothing less than two-year-olds the mortality during the period of acclimatization would in all probability be considerably less. Apart from the ravages of Rhodesian redwater, which is a factor that, it is hoped, need not always be reckoned with, the mortality among the Texas cattle does not appear to have been greater than is usual among Afrikander breeds, but there are some descriptions that appear to do better than others."

#### EXPORTS OF PROVISIONS

Exports of hog products from Atlantic ports for week ending July 16, with comparative tables.

##### PORK, BARRELS.

	Week July 16, 1904.	Week July 18, 1903.	Nov. 1, 1903.
United Kingdom....	444	210	31,491
Continent.....	250	90	16,066
So. and Cen. Am....	220	410	14,908
West Indies.....	1,341	650	46,558
Br. No. Am. Col....	355	143	8,412
Other countries.....	.....	.....	1,866
Totals.....	2,610	1,580	119,241

##### BACON AND HAMS, POUNDS.

	United Kingdom....	13,067,870	11,105,645	376,111,219
Continent.....	234,695	870,610	47,320,332	
So. and Cen. Am....	100,250	97,860	4,106,088	
West Indies.....	271,000	192,375	9,113,407	
Br. No. Am. Col....	.....	.....	55,500	
Other countries....	2,625	.....	1,442,275	
Totals.....	13,706,425	12,266,490	438,148,821	

##### LARD, POUNDS.

	United Kingdom....	5,405,007	3,183,444	189,405,222
Continent.....	1,052,121	3,018,971	214,176,390	
So. and Cen. Am....	132,975	378,425	12,057,737	
West Indies.....	667,200	929,220	25,061,595	
Br. No. Am. Col....	6,000	.....	351,780	
Other countries....	65,400	13,080	2,953,385	
Totals.....	7,328,703	7,523,140	444,036,109	

##### RECAPITULATION OF WEEK'S EXPORTS.

From:	Pork, bbls.	Bacon and Hams, lbs.	Lard, lbs.
New York.....	1,993	4,010,123	3,947,599
Boston.....	116	2,821,880	830,800
Portland, Me.....	.....	1,203,300	97,500
Philadelphia.....	350	76,114	40,600
Baltimore.....	.....	23,871	577,995
Mobile.....	.....	90,675	.....
New Orleans.....	51	72,125	196,455
Montreal.....	100	5,408,339	1,637,763
Totals.....	2,610	13,706,429	7,328,703

##### COMPARATIVE SUMMARY.

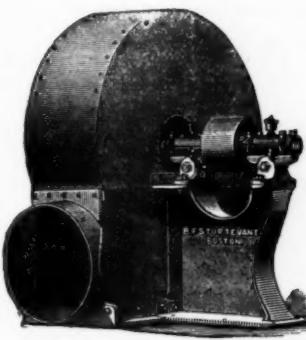
	Nov. 1, 1903.	Nov. 1, 1902.	to July 16, to July 18, 1904.	Increase.
Pork, lbs.....	23,848,200	22,184,600	1,663,600	
Bacon & hams, lbs.....	458,145,821	426,239,403	11,900,418	
Lard, lbs.....	444,036,109	418,869,579	25,166,230	

##### OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
Per Ton.	Per Ton.	Per Ton.	Per 100.
Canned meats.....	7 6	12	16c
Oil cake.....	6 3	5 6	12c
Bacon.....	7 6	12 6	16c
Lard, tierces.....	7 6	12 6	14c
Cheese.....	20	25	2M
Butter.....	25	30	2M
Tallow.....	7 6	10	16c
Beef, per tierce.....	1 6	2 6	16c
Pork, per bbl.....	1 6	2 0	16c

# EXHAUST FANS

FOR CONVEYING HAIR  
FROM CENTRIFUGAL DRYERS



133.

AND DELIVERING  
ON DRYING BEDS

**B. F. STURTEVANT CO.**  
BOSTON, MASS.

New York Philadelphia  
Chicago London

##### PREFERS FAMINE TO INFECTION.

The meat strike in the United States has frightened English meat-eaters more than it has their American brethren. They depend so largely upon American beef for their supply that the curtailment of exports due to the strike gives them some anxiety. Worried as they are, however, they are wise enough to resist the temptation to let down the quarantine bars to Argentine beef. A request was made in the House of Commons that the Board of Trade take action to secure the admission of live stock from Argentina to insure the country against the danger of meat famine. It was explained that the Board of Agriculture was under statutory obligation to prohibit the landing of Argentine cattle during the continuance of foot and mouth disease in that country.

The hunger of the English populace for meat for a few weeks is very justly considered of hardly as serious results as the chance of carrying infection to healthful and valuable herds in England. The inconvenience of the restrictions on supplies of meat from the big American packers owing to the strike is a matter of a few weeks at most, says the Drovers' Journal. A scourge of foot and mouth disease threatens almost inestimable pecuniary loss to owners, and a battle of months, or even years, against a most dangerous foe to agricultural prosperity.

##### PETERSON IS S. & S. MANAGER.

A. E. Peterson, manager of the sales department of the Schwarzschild & Sulzberger packing plant in Kansas City, has been promoted to the position of general manager of the plant.

##### EXPORTS SHOWN BY STEAMERS.

Following were the exports of commodities from New York to Europe for the week ending July 16, as shown by Lunham & Moore's statement:

	Oil Steamers.	Destination.	Cake.	Cheese.	Bacon.	Butter.	Tcs.	Bbls.	Pork.	Tcs.	Pkgs.
'Baltic, Liverpool.....	.....	451	2284	500	103	...	33	669	9303	.....	.....
'Carpathia, Liverpool.....	.....	198	.....	.....	.....	.....	602	.....	.....	.....	.....
Umbria, Liverpool.....	1908	104	.....	.....	.....	.....	216	500	.....	.....	.....
St. Paul, Southampton.....	199	1758	.....	5	.....	.....	100	750	.....	.....	.....
Minnehaha, London.....	.....	194	506	.....	.....	80	10	4265	.....	.....	.....
Kansas City, Bristol.....	2163	30	.....	.....	25	.....	10	3070	.....	.....	.....
Strabo, Manchester.....	.....	296	583	.....	216	.....	.....	346	3715	.....	.....
Ethiopia, Glasgow.....	.....	151	188	.....	.....	.....	55	50	.....	.....	.....
Mongolian, Glasgow.....	.....	500	20	.....	.....	310	50	1510	13185	.....	.....
Belgravia, Hamburg.....	.....	4999	.....	.....	.....	.....	25	636	1075	.....	.....
Kroonland, Rotterdam.....	1909	540	.....	.....	.....	.....	115	100	1150	.....	.....
St. Andrew, Antwerp.....	.....	70	.....	.....	.....	135	15	335	.....	.....	.....
Kaiser Wil. der II, Bremen.....	.....	.....	.....	.....	425	.....	10	205	.....	.....	.....
Princess Alice, Bremen.....	.....	10	.....	325	.....	.....	15	360	.....	.....	.....
La Touraine, Havre.....	.....	.....	.....	.....	.....	.....	.....	150	.....	.....	.....
Fricka, Bordeaux.....	.....	.....	.....	.....	.....	.....	60	190	.....	.....	.....
'Gerty, Mediterranean.....	.....	.....	.....	.....	.....	.....	10	.....	.....	.....	.....
Citti di Napoli, Mediterranean.....	.....	.....	.....	.....	.....	.....	66	225	.....	.....	.....
Susquehanna, South Africa.....	.....	.....	.....	.....	.....	.....	.....	605	.....	.....	.....
Total.....	9571	3005	5969	1016	324	1085	438	4508	39223	.....	.....
Last week.....	18650	3241	9777	689	558	963	553	3867	42201	.....	.....
Same time in 1903.....	13584	6432	9183	290	779	343	218	3822	38715	.....	.....

1.—600 tcs. and 200 hhds. tallow. 2.—1125 tcs. tallow. 3.—234 tcs. tallow.

## TRADE GLEANINGS

A cotton seed oil mill will be built at Milltown, Ga., by the Milltown Improvement & Gleaning Co.

At Jennings, La., the Jennings Live Stock Co. has been chartered, with S. A. Spencer, president; Elmer Dobbins, vice-president, and J. H. Hoffman, secretary and treasurer. The capital is \$10,000.

The recently incorporated Girard Cotton Oil Co. of Girard, Miss., is putting up a two-press twenty-ton cottonseed oil mill.

V. D. Anderson, of Cleveland, O., has invented a new process of extracting cottonseed oil, and Harry K. Johnson, of Natchez, Miss., is organizing a company to operate mills by it. A plant for experimenting is being operated at Natchez.

The oil mill and gin of the Mississippi Cotton Oil Co., of Columbus, Miss., will be enlarged and improved. D. P. Davis is general manager.

The Dold Packing Co., at its Wichita, Kan., plant has put in meat canning machinery and begun the manufacture of canned goods on a large scale.

The new plant of B. T. Babbitt, the soap manufacturer which is soon to be built, will be located at Granton, N. J., on the Erie Railroad. There will be thirteen separate buildings in the new manufactory. The present plant at 64 to 84 Washington street, New York City, will be retained probably for some time after the new one is finished.

Creditors of Edward Hess, a leather dealer, of New York City, who trades under the name of Edward Hess & Co., have asked that he be declared an involuntary bankrupt. The liabilities named are about \$2,800.

The Defiance Beef Co., of Defiance, O., has been chartered, with \$10,000 capital, by F. Krotz, John D. Lamb, Peter Deckrosh, Helen G. Krotz and Mabel Krotz.

The Munising Leather Co., of Munising, Mich., which closed its plant for extensive repairs and improvements, will resume operations early in August.

Instead of completing only half of its new plant at Sioux City, Ia., this year Armour & Co., have issued orders that the entire work be rushed. The new plans call for the immediate erection of an oleo building and a ham house. They will be respectively of eight and seven stories. It is thought that the fact of the stock yards and new plant all being above high water mark, thus eliminating danger of flooding, has been a determining consideration in the decision to increase the size of the Sioux City plant.

The United States Leather Co., at its Chattanooga, Tenn., plant will rebuild the tannery. The wool extract plant has been completed at a cost of \$150,000.

The packing house of C. H. Miller, at Sunbury, Pa., was burned July 12 by a fire of unknown origin. The loss will amount to \$15,000. Insurance partial. The plant will be rebuilt, it is understood at once.

The Briggs-Pearman Co., of Owego, N. Y., has been incorporated with \$30,000 capital by J. M. Briggs, of New York; T. J. Pearman, of Hamilton, Bermuda, and J. H. Crook, Jr., of Newburgh, N. Y.

The Freund Packing & Manufacturing Co., of St. Joseph, Mo., has been incorporated,

## STEEL TANKS OF EVERY DESCRIPTION AND ANY CAPACITY



STEEL STORAGE TANKS, CAR TANKS, GRAIN TANKS, TANK CARS, CYLINDER TANKS, PRESSURE TANKS, STEEP TANKS, LARD, SOAP AND REFINING KETTLES, RENDERING TANKS, STILLS, BOXES, PANS, SHELLS, STACKS, BLOW CASES, RIVETED PIPE, GENERAL PLATE WORK.

## WM. GRAVER TANK WORKS

CHICAGO  
77 Jackson Boulevard  
Rooms 1409-10-11

with \$14,000 capital, all paid in, to conduct a regular packing house business. The incorporators are August Freund, W. A. Evans and Noah A. King.

Swift & Co. are building a storage depot 40 by 50 feet at Durham, N. C.

The Starr Oil Mill Co., of Starr, S. C., has been chartered with \$20,000 capital.

A small fire at Swift & Co.'s smoke house at Wheeling, W. Va., did about \$500 damage to meat and \$250 to the building.

The Rochester Tallow Co., of Rochester, N. Y., has been incorporated. The capital is \$20,000. The directors are B. Hoag, H. W. Hewer and J. F. Vocht, all of Rochester.

Schwarzchild & Sulzberger Co., of Chicago, Ill., have purchased a site in Detroit, Mich., on which to build a branch office and store house. A track will be laid from the site to the Grand Trunk Railroad, main line.

J. D. Smith, of Columbus, Ga., a packer who has been engaged in the business for the past quarter of a century, is spending a few days in New York City.

The Blue Ridge Cotton Oil Co., of Greenville, S. C., has been incorporated, with \$17,500. It will build a mill at Traveler's Rest. The officers are: F. D. Hunter, president; Thornton Neves, vice-president; P. D. Edwards, treasurer and general manager; J. C. Roe, secretary. The directors are the officers, and Messrs. J. M. Langley and J. B. Bruce.

Fire last week did small damage to the ice house of the Rath Packing Co., at Waterloo, Ia., as chemical apparatus was used at once with good effect.

## NARROW EGG MARGINS.

There is a popular error a fortune exists in cold storage eggs. A moment's reflection should disprove this. Country eggs cost on the average about 15c. per doz. at the farm. Place them at 12½c. per dozen. It costs a

great deal to gather them between the months of March and November. The surplus supply is generally over by August 1st, when the summer trade outbids the storage man for eggs. After they are gathered the expressage and breakage make a goodly sum. These

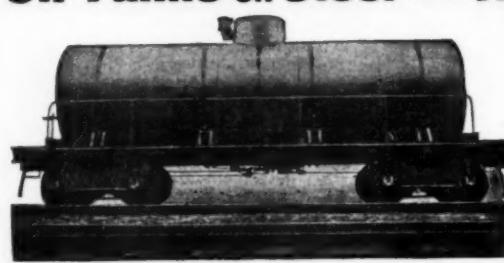
added to first cost carry the eggs into cold storage, where they must be kept for months for winter and spring distribution. The eggs age by being knocked about in transporting them by wagon and train. Many of them soon addle from this cause. They have, therefore, to be calendered periodically in the cold air warehouse and re-classified. The "cooking" and the "fresh" eggs are separated.

This overhauling process goes on until the eggs get into the consumptive market. By this time the depreciation in value and the added cost of keeping and delivering them to buyers have made the stock expensive. The wholesaler buys them at 18c. to 20c. per dozen by the case and sells at 20c. to 25c. per dozen to the consumer.

If the eater could see the trials of keeping the eggs he would think that the egg business was an expensive one on the average, working on narrow margins. The big egg merchants have to go into the business in a very large way to see any profit at all in the business. The consumer only sees the original farm price and the price he pays. He is blind on all else between because he does not know.

THE  
TRADE  
CAN ALWAYS  
GLEAN  
BARGAINS  
BY KEEPING AN EYE ON  
: : PAGE 48.

## Oil Tanks on Steel or Wooden Cars



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## THE HOG INDUSTRY

Condensed from Bulletin No. 47, Bureau of Animal Industry, U. S. Dept. of Agriculture,  
By George M. Rommel, B.S.A., Expert in Animal Husbandry.

(Continued.)

### Effect of Crude Cotton Oil.

Dinwiddie fed 3 pigs on a ration of corn meal 1 part, wheat bran 2 parts, and crude cotton oil 0.1 to 0.4 part. The amount of cotton oil fed (estimating the fat content of cottonseed meal at 14 per cent.) was equivalent to that contained in from 0.25 to 1.8 pounds of cottonseed meal, the smaller amount having proved fatal in the Arkansas results, already discussed. These pigs were on the cotton oil ration one hundred and forty-four days. The amount of oil fed for the entire time to each pig was 21 pounds, equivalent to 150 pounds of cottonseed meal. The average daily amount of oil consumed varied from 0.06 pound (meal equivalent, 0.4 pound) to 0.24 pound (meal equivalent, 1.6 pounds). The average daily amount of oil fed for the entire test was 0.14 pound (meal equivalent, 1 pound). The pigs made an average daily gain of 0.6 pound, and suffered no serious effects from the oil.

Use of Cotton-seed Meal in the Feed Lot.—The use of cotton-seed meal in the feed lot must be very carefully guarded, especially until the conditions under which it may be used without danger and the circumstances which govern the demonstration of its poisonous properties are more thoroughly understood. The feeding of the cotton-seed meal which the South produces is one of the greatest problems of agriculture in that section yet to be solved satisfactorily. It is not difficult to appreciate what may be gained if some of this by-product, which has such high feeding and fertilizing value, and which is exported in such enormous quantities, can be converted into pork products, which are now largely imported from other States.

### Packinghouse Products.

The frugality of the modern meat packer has become almost proverbial. Less than twenty years ago the disposal of the offal of slaughtering was a problem, but at present there is very little waste, and the packer has actually come to regard the by-products as the principal source of profit in his business. The preparation of these by-products for use as animal feed is one of the later developments of this branch of the industry. Fertilizers have long been prominent in the sales, the material that enters into their composition being meat scraps, blood, bone, hair, intestinal contents, etc. The use of tankage, a by-product that has had its sale entirely as a fertilizer, is growing among pig feeders, and has been studied by Plumb and Van Norman at the Indiana Station, and by Kennedy and Marshall at the Iowa Station. Beef meal is also a packinghouse product, whose feeding value was studied along with that of tankage in the Iowa experiment.

Plumb and Van Norman state that tankage may contain scraps of meat, intestines and their contents, hair, etc. It is classed as concentrated and crushed tankage. Concentrated tankage is not used for animal food. Crushed tankage is said to be of several

grades, being graded according to the ammonia and phosphoric-acid content, although it is probable that the tankage graded as No. 1 is free from the contents of intestines. Kennedy and Marshall used two brands of tankage made by Chicago packers. One of these is described as follows:

Digester tankage is made from meat scraps, fat trimmings and scrap bones. These are taken up as fast as taken from the animals and put into a large steel tank and cooked under a live steam pressure of 40 pounds to the square inch, which cooks out the tallow. After the steam is turned off it is allowed to settle, when the grease rises to the top and is drawn off. After the grease is drawn off the tankage is kept agitated, and by evaporation the water is extracted until the tankage contains about 8 per cent. moisture. It is then taken out of the tank, allowed to cool, is ground and stored ready for shipment. This tankage is supposed to contain about 60 per cent. protein and 10 per cent. fat.

The manufacture of the other tankage is thus described: This product, like the one just described, is made from meat scraps, scrap bones, etc. Quoting the words of the manufacturer, it is as follows: "Tankage is the product which drops to the bottom in our rendering tanks when we are rendering out grease, tallow, etc., at our various packing-houses. It has been thoroughly cooked under 40 pounds pressure for several hours, which thoroughly destroys any disease germs which might possibly be in the raw meat. This product is pressed and then dried in steam driers at a high temperature. It is then ground and shipped in 100 and 200-pound sacks."

The beef meal, used in the Iowa test, is described as follows: This product is made from scraps of meat and bone from which the grease has been extracted and the liquors concentrated by cooking. These are then pressed, dried and ground in preparation for the market. It is claimed to contain from 40 per cent. to 50 per cent. of protein.

### Analyses of Packinghouse By-Products.

The analysis of tankage reported by the Indiana Station is as follows:

Per cent.

Moisture	8.63
Protein	49.81
Ether extract	15.78
Crude fiber	4.78
Nitrogen-free extract	5.06
Ash	15.94

The Iowa Station analyses, including that of the corn meal used, are as follows:

Ration.	Water.	Ash.	Protein.	Crude fiber.	Crude free extract.	Nitrogen-free extract.	Ether extract.
	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
Corn meal	11.05	1.55	15.25	4.85	63.80	3.50	
Beef meal	6.10	15.60	61.10	5.20	3.12	8.88	
Tankage	6.23	12.85	42.15	6.95	15.50	16.30	
Do	9.05	20.65	39.10	10.90	8.60	11.70	

### Feeding Tankage in Corn-Meal Ration.

In the Indiana experiment 16 young pigs were fed to determine the value of tankage. The pigs were pure-bred Poland Chinas and

Berkshires. There were four lots, two of each breed in each lot. The tankage was specially prepared by the packers who furnished it to the experiment station, and was made from bones and meat taken from the cutting room, tanked immediately and pressed and dried.

The conditions of the experiment were equal for all lots; all had an opportunity for getting exercise and each lot was in a separate enclosure. There was no sickness and Lot III was the only one showing lack of appetite at any time. The pigs were fed as follows: Lot I, 10 parts corn meal and 1 part tankage; Lot II, 5 parts corn meal and 1 part tankage; Lot III, corn meal; Lot IV, 10 parts of a mixture of equal parts of corn meal and shorts and 1 part tankage. The feed was weighed out and then mixed with tepid water in the proportion of about 2 parts of water to 1 part of feed, a slop of medium thinness being made. Each lot of pigs had access to ashes and salt. The cost of feed used was as follows: Corn meal, \$20 per ton; shorts, \$16 per ton; tankage, \$30 per ton.

At the Iowa Station five lots of 6 pigs each, averaging 205 pounds, were fed for forty-nine days, to note the value of packinghouse products. Each lot contained 3 cross-bred Poland China-Yorkshires, 2 Poland China-Duroc Jerseys and 1 Poland China-Berkshire. Corn was used as the basis of comparison and the pigs were fed as follows: Lot I received corn meal alone; Lot II received about 5 parts of corn meal and 1 part of beef meal; Lot III received about 5 parts of corn meal and 1 part of digester tankage; Lot IV received about 5 parts of corn meal and 1 part of tankage. The market prices of the corn meal and tankage are given as follows: Corn meal, \$22 per ton; digester tankage, \$32 per ton; tankage, \$25 per ton.

The Iowa pigs were shipped to Chicago and the lots were sold separately. They brought \$7.55, the extreme top of the market for the day of sale.

These experiments seem to show that tankage has a great deal of value for balancing a pig's ration. In the Indiana test the use of tankage lessened the amount of grain required per 100 pounds grain from 203 pounds to 175 pounds—from 38.9 to 33.5 per cent.—showing tankage to be very profitable with the prices that were charged for grain in this instance. In the Iowa test 140 pounds and 96 pounds, respectively, were saved by the use of tankage—30.4 and 20.8 per cent.—not so good a record as obtained in Indiana. The difference between the money cost per 100 pounds of the corn-fed and tankage-fed lots was also much less than in Indiana.

The condition of the pigs in the Indiana test was remarked upon. The tankage-fed pigs handled better, had finer, silkier coats and ate with much more relish than those on

Ration.	Water.	Ash.	Protein.	Crude fiber.	Crude free extract.	Nitrogen-free extract.	Ether extract.
	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.	Per cent.
Corn meal	11.05	1.55	15.25	4.85	63.80	3.50	
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Tankage	6.23	12.85	42.15	6.95	15.50	16.30	
Do	9.05	20.65	39.10	10.90	8.60	11.70	

corn alone. The corn-fed lot was conspicuous by reason of its poor condition.

At the conclusion of their experiments, Plumb and Van Norman gave the pigs that

had been on corn meal a ration of 5 parts of corn meal and 1 part of tankage for forty-nine days. There was immediate improvement in their appetites, the hair softened and the skin handled better. There was a marked improvement in growth, which contrasted strongly with the gains made while on corn meal only.

Experimenters caution stockmen to use that tankage only which has been specially prepared for feeding purposes.

#### Beef Meal in a Corn Meal Ration.

The results of the lot of pigs that were fed beef meal at the Iowa Station are compared below with those on corn meal. The price of the beef meal used in this test was \$22 per ton.

Ration.	Average weight beginning, Lbs.	Total Lbs.	Cost
Corn meal	197	596	
Corn meal 5 parts, beef meal 1 part	197	707	

Beef meal, like tankage, seems to be valuable in the pig's ration. The amount of grain saved per 100 pounds gain by the use of beef meal was 115 pounds, or 24.9 per cent.

#### Sugar By-Products.

Feeding Beet Molasses.—Clinton fed 5 pigs, averaging 87 pounds, on a ration of corn meal 8 pounds, beet molasses 12 pounds and skim milk 20 pounds. This quantity was given in two daily feeds, and the pigs apparently did not relish the molasses, yet they ate it. Three days after feeding commenced they ate the morning feed well, but within an hour one pig was dead and another died a few hours later. Post-mortem examination indicated poisoning. The surviving pigs were then placed on a corn meal and milk ration, but made expensive gains, the cause assigned being the effect of molasses poisoning. This experiment had results similar to those of German investigators with beet molasses. It may be that this by-product is not a safe feed for pigs. However, other molasses by-products in sugar production, such as cane molasses, are valuable for feeding horses, cattle and sheep, and many farmers highly value the skimmings from sorghum vats as a fattening feed for pigs. There are very few experimental data on the feeding value of the by-products from sugar refining.

(To be continued.)

#### THE CHICKASAW BEEF LAW.

The Supreme Court of the United States, in deciding that the Indian Territory cattle tax was valid, hit the stockmen of that section heavily. The cattle owners fought this tax sturdily, believing it illegal. Reports from the Indian Territory are that the Indian police are enforcing the collection of this tax. The Chickasaw nation imposed this tax of 25c. per head for all cattle grazing on its lands. The Western stockmen held to the view that this tribal law was invalid, as being a statute neither passed by the United States Congress, nor a State nor Territorial legislature. The highest court in this country has said that the Indians can pass laws and have them enforced within their own territory just as any municipality can do. As nearly 2,000,000 cattle are involved it means \$500,000 revenue to the Indians.

#### COTTONSEED MEAL IN PORK PRODUCTION

Recent publication of results of experiments in feeding hogs on cottonseed meal, in which the consensus of expert opinion was against the practice, has moved cottonseed crushers and other Southerners interested to strenuous protest. They declare that cottonseed meal is an excellent and an economical hog fattener, and produce evidence in support of their claims.

In his extended review of "The Hog Industry," now running in *The National Provisioner*, George M. Rommel, B.S.A., expert in animal husbandry with the United States Department of Agriculture, has discussed the experiments of department experts in various parts of the country with cottonseed meal as

cottonseed meal to hogs was bitterly condemned. I have been feeding hogs on cottonseed meal for many years. This matter of feed was at one time taken up with the superintendent of the Agricultural Experiment Station, and his report on the matter was that cottonseed meal was not only not a good feed for hogs, but was absolutely dangerous, and under no circumstances should hogs be allowed to eat it.

I have at home half a dozen thoroughbred Berkshires which have been raised upon this, practically, and I could not resist the temptation to answer the article. To my surprise I received almost immediately a personal note from the editor thanking me for the communication and asking permission to publish it. Since the publication of that article I have received over a hundred letters in regard to cottonseed meal feed, every one of which I have answered personally. They were all very interesting letters, and came from all over the United States; and the very mail that brought me the paper brought me some dozen letters. I have seen my article in no less than a dozen agricultural papers throughout the South and have had numbers of agricultural papers ask me to write additional papers on the subject.

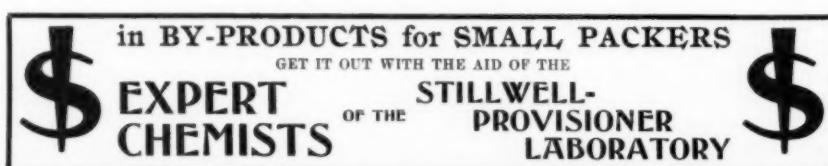
I would like to know how many gentlemen in the sound of my voice really know the value of cottonseed meal as a hog feed. There have been published right here in Texas as many as three bulletins from our Agricultural Experiment Station warning against such feed. In a recent publication on feeds and feeding by no less an authority than the distinguished Professor Henry, of the University of Wisconsin, it is stated that cottonseed meal is positively poisonous for feeding calves and swine. I can take the distinguished author and show him some of the very finest Berkshire pigs that have never eaten a ration that did not consist largely of cottonseed meal; and I can also show him some Jersey calves practically raised on the same feed. Of course, they had other feed, but there was always cottonseed meal mixed in with it.

Advertisement of this sort of feed through well-known channels of advertising will bring to this association more money than anything else that they can do. If one article written in a newspaper brings 123 personal replies from men who want to know further on the question of cottonseed meal, what would be the result if this matter were rightly placed before the world in judicious advertisements.

#### COTTONSEED MEN HOPEFUL.

In a recent letter to *The National Provisioner* from Dallas, Tex., Secretary Robert Gibson, of the Interstate and Texas Cottonseed Crushers' Associations, says: "We are having some little complaint about too much hot, dry weather, but I doubt if it will do any material damage to the crop, unless it should be continued for some little time. Our crop prospects so far are good, and every one seems to be of the opinion that we will make a good one anyway, regardless of the boll weevil, which is reported to be on the increase in middle and south Texas. Yet with the improved methods of cultivation and preventatives being used, it is generally believed that they will not do any very material damage this year."

See page 48 for pointers that may make you money.



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**BANE OF THE MIDDLEMAN**

In some quarters it is claimed that commission men are trying to manufacture evidence for the Interstate Commerce Commission in regard to the rebate of freight or refrigerator car rates to packers. That may or may not be true. The broker always has a grievance. He imagines that too many sales are being made direct and that the refrigerator car is responsible for his loss of commissions and business; also that the big bulk shipments have a call upon freight rates and are thus a discrimination against him.

There will be wheels within wheels as long as trade exists and one man bids for the heavier and constant traffic of another. The commission man has unfortunately been voted out of business by the grasping, grumbling public, who claim that this middleman is an embargo upon the annual feed bill. Competition, however, has done more than the public ukase to eliminate this respectable agent and distributor. The fight upon the refrigerator car or the rebate will not stay the hand of fate. The commission man has his foibles and tender spots. The Railroad Commissions found it so in the case of the live stock agents, when they dodged under cover from investigation. The refrigerator car is not a freight evil. It lands produce safely and

cheaply. Even the elimination of the alleged rebate would not restore the status quo of the complaining middleman. But no one has yet shown that the rebate exists. The cold air car exists because of a business need for it.

by this careless but convenient arrangement, it is evident that he must assume all of the risks and losses in the case. It is but another evidence of the too widely prevalent habit of doing business on paper and by loose methods.

Brokers will find much food for thought in this decision. The state of affairs which the case brings out exists almost daily in every bank dealing with commercial paper. "Kitting" and "shaving" paper has become popular where parties keep close to the financial wind. The more this hypothecating of commercial paper is practised the clearer are the signs of trouble. A multiplication of the practice should be discouraged by banks even at the risk of the loss of a "shave" on these transactions. These things teach brokerage villainy and encourage commerce on too flimsy a state of credit. The practice is an old custom. Its abuse is being cautioned against.

**OIL FUTURES**

The trading in linseed oil futures is no more reprehensible than is this kind of gambling in any other sort of futures. Like that in cotton, it has its deplorable features from a market point of view, because it intrudes another element than supply and demand into the conditions of trading. The linseed oil trade feels the burden of this artifice interposed upon it by the speculative necessities of the gambler. The linseed oil trade, at times, finds itself more at the mercies and demands of the dealer in futures than it does those of the dealers in spot sales or the actual stuff in view. It is to be hoped that the gambling in futures will not extend to any of the other oils as a permanent feature in trading. There is, of course, more or less of this sort of thing going on in business. It is not a "system" designated on warehouse receipts, and the trade will be better off if it never is such. Trade is best as trade.

**CUBA'S TRADE CONDITIONS**

Trade with the West Indies and Antilles generally is picking up. The commercial conditions there are said to be improving in many ways. A good deal of lard and butter is going in. The introduction of cold storage plants has greatly helped the introduction there of perishable products. The pioneering in this respect has been confined largely to the enterprise of individual concerns for the conservation of their own goods. The building of more general cold air warehouses would induce the smaller shipper to send more goods of the food class than now go into those latitudes. Money conditions in Cuba and elsewhere in those waters are much better and shipping facilities greater. Cuba has improved vastly under its own flag and our personal tutelage.

**A LOOSE TRADE CUSTOM**

The highest court in Georgia in a recent case has construed the law respecting a certain kind of bill of lading. It has decided that "where a merchant ships goods to his broker without conveying title to him, but purely for the purpose of distribution to others, and sends to the broker a bill of lading endorsed in blank for the goods, he cannot recover the goods from a bank which in good faith and without notice of owners' title has accepted the bill of lading as security for a loan of money to the broker on his individual account, and converted the property upon default in the payment of its debt." While the shipper facilitates his own business

## TECHNICAL AND SCIENTIFIC

### ARTIFICIAL PHOSPHATES.

The manufacture of artificial phosphates has recently been undertaken at Magdeburg, Germany, under the formula of Herr Wolters. There is melted in a reverberatory furnace a mixture of 100 parts of phosphite crushed to a coarse size, 70 parts of acid sulphate of soda, 20 parts of carbonate of lime, 22 parts of sand, and 6 to 7 parts of cinders. The melted mixture is poured into a receptacle filled with water, where it cools, becoming grainy. The granular mass is then taken from the water, and, after drying, is placed in a crusher, which reduces it to fineness. This product is said to be superior as a fertilizer to natural phosphate, says *Revue Scientifique*. If the expense account is considered, however, the method will not be found profitable.

### MANUFACTURING COMPRESSED SOAP.

To overcome the defect of loss of hardness in soaps converted into the continuous bar form in the usual manner, an apparatus has been constructed, the object of which is to subject the soap to heavy pressure, both while in the melted condition and during solidification. The hot melted soap enters a pressure vessel, and is there exposed to heavy pressure, either by means of the liquid-soap pump or by the introduction of compressed air. On opening valves the hot soap is forced into cooling pipes, the further ends of which are closed by valves. Here the soap remains exposed to the same pressure all the while it is cooling, and when the valves are opened the solidified soap is ejected by pressure. To incorporate scent with the soap, the vessel is fitted with a small supplementary vessel, provided with closing valves at the top and bottom. Through this vessel the materials to be added are introduced and are incorporated with the fluid soap by means of a stirrer.

### THE PREVENTION OF SMOKE.

Smoke is mainly due to the volatile matter in the coal, and Western coals are rich in this. When this kind of fuel is fired into a furnace the volatile matter is first set free as a gas, mostly in the form of hydrocarbons. Part of these gases are of the olefiant series and are dissociated at a red heat. Part of the carbon is set free, and if not consumed passes off as smoke. With a high temperature and sufficient supply of oxygen this carbon can be burned. If these two conditions are not present there will be smoke. The free carbon in dense smoke is only one-sixth to one-half of one per cent. by weight, but it has great coloring power.

A deep furnace, high bridge wall, ample grate surface and good draft are essential to a good smoke record. Smoke can then be prevented by skillful firing when working the boiler up to about two-thirds of its rated capacity. By skillful firing is meant the charging of alternate doors with small and uniform quantities of coal, especially if the coking system is used. The firing of consecutive doors at long intervals with large quantities of coal and by the sprinkling method is responsible for a large proportion of the smoke.

Automatic stokers operate on the principle of feeding the coal automatically to the grate

in continuous and regular amounts. They are generally designed for the finer sizes of coal. Many stoker plants are provided with crushers, which are used when the supply of small sizes of coal runs short. Their success is largely due to the uniform steam pressure maintained and the saving in labor. The objection to stokers is their first cost, the complication of parts and cost of repairs, and the cost of steam to operate them. While the burning of powdered coal may reduce smoke, the cost of pulverizing has hitherto been prohibitory.

### SOFTENING HORN.

The bony core of the horn is first removed. The next process is to cut off with a saw the tips of the horn; that is, the whole of its solid part, which is used by the cutters for knife handles and sundry other purposes. The remainder of the horn is left entire, or is sawn across into lengths, according to the use to which it is destined. Next it is immersed in boiling water for half an hour, by which it is softened, and while hot is held in the flame of a coal or wood fire taking care to bring the inside as well as the outside of the horn, if from an old animal, in contact with the blaze. It is kept here until it acquires the temperature of molten lead or thereabout, and in consequence becomes very soft. In this state it is slit lengthwise by a strong pointed knife like a pruning knife, and by means of two pairs of pincers, applied one to each edge of the slit, the cylinder is opened nearly flat. The degree of compression is regulated by the use to which the horn is afterward to be put. When it is intended for leaves of lanterns the pressure is to be sufficiently strong to break the grain, by which is meant separating in a slight degree the laminae of which it is composed, so as to allow the round pointed knife to be introduced between them, in order to effect a complete separation.

For combs the plates of horn should be pressed as little as possible, so that the teeth may not split at the points. They are shaped chiefly by means of rasps and scrapers of various forms, after having been roughed out by a hatchet or saw. The teeth are cut by a double saw fixed in a back, the two plates being set to different depths, so that the first cuts the teeth only half way down, and is followed by the other, which cuts the whole length. The teeth are then finished and pointed by triangular rasps. Horn for knife handles is sawn into blanks, slit, pared, and partially shaped, then heated in water and pressed between dies. It is afterward scraped, buffed and polished.

### DEVICE TO PREVENT OIL EXPLOSIONS.

The "nonex" is a device which, according to public tests made recently in London, renders all receptacles containing inflammable liquids comparatively secure from explosion. The device is an application of the principle of the Davy lamp, supplemented by a fusible cap or plug. If a vessel of ordinary type containing an explosive liquid by subjected to sufficient outside heat, or if the contents be lighted at the orifice, the walls of the tank will burst by the force of the expansion. At an exhibition given by the owners of the patent, the Non-Explosive Device Company, a 20-gal. tank was partly filled with gasoline and placed upon a lighted bonfire. The fusible screw cap, made in two parts which were simply soldered together, soon blew out, the solder having melted, and the ascending vapor caught fire immediately; but no explosion followed because the orifice of the tank formed the upper end of a tube which projected down inside the vessel to its bottom, where it was closed. To allow the oil or gas to percolate from the interior of the tank each of the metal layers of which this tube was composed had been perforated, and, while the perforations would permit the spirit to be poured out, they prevented the passage of the burning gas to the interior by absorbing its heat as the wire gauze does in the Davy lamp. While the gasoline contained in the tube burned the flame did not extend to the liquid or accumulated vapor in the half full tank, and, consequently, there was not sufficient expansive force generated to burst the tank. The flame was easily extinguished with a bundle of rags and then lighted and put out several times.

The gasoline would, says United States Consul Halstead at Birmingham, percolate constantly through the perforated layers of metal to the inside of the tube and there keep up a continuous burning; but according to the accounts of tests, the flame does not appear to have been allowed to burn any length of time to see how long the metal layers of the tube could absorb the heat without becoming so hot that they would heat and dangerously expand the gasoline in the tank. A motor car tank to which the device was affixed was lighted with a match and extinguished at will. A gasoline can without the device exploded almost instantaneously when lighted. The device applied to small gasoline cans, kerosene drums and other petroleum containers would undoubtedly serve a desirable purpose.

### PARA RUBBER-TREE OIL AND CAKE.

The technical department of the Imperial Institute of Holland, which has been investigating the possibility of utilizing the seeds of

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**Re-Appointed as Official Chemists**  
**to the New York Produce Exchange**

the Para rubber tree, published some particulars regarding the oil and other products obtainable from these seeds. It is stated that Para rubber-seed oil possesses properties very similar to those of linseed oil, and should therefore be suitable for the preparation of paints and oil varnishes and for the manufacture of rubber substitutes, linoleum and waterproofing materials. It is suggested that it could probably also be used like linseed oil for the manufacture of soft soap, but its color would preclude its employment for the preparation of hard soaps, except in cases where there is a scarcity of cottonseed and similar light-colored non-drying oils. With regard to Para rubber-seed cake, the cake left after expressing the oil from the decorticated seeds would probably be of value as a cattle food, since its calculated composition compares very favorably with the various cakes at present in use, and it is stated that animals readily eat the kernels in the Straits Settlements. A large consignment of the seeds has been already dispatched from the Straits Settlements in order that technical trials upon a commercial scale may be conducted to determine the properties of the expressed oil, and at the same time to ascertain the value and suitability of the cake as a cattle food by analysis and by feeding trials.

A sample of Para rubber-seed meal, prepared in the Straits Settlements from the seeds without separation of the oil, was also forwarded to the Imperial Institute for examination, but this material in the form in which it was sent was found to be unsuitable for use either as a source of the oil, which had suffered change, or as a feeding stuff. Since the meal was found to contain over 1 per cent. of phosphoric acid, it might be used as a dressing for grass land, in a similar manner to rape meal, for which \$21.00 per ton is paid in this country. The sample of meal sent for examination contained, in a decomposed state, the whole of the oil originally present in the seeds, and as the valuations indicate that the probable value of the seeds as a source of oil would be at least from \$48 to \$58 per ton, their utilization for the preparation of meal similar to the sample could not be recommended. The cake left after expression of the oil might be utilized for manurial purposes, and it was, of course, with this object in view that the amount of phosphoric acid in the meal was determined, but here again it may be found that Para rubber-seed cake will be suitable for use as a cattle food, in which case it will probably be too valuable to be used as a manure. These questions are receiving further attention in the scientific and technical department of the Imperial Institute, and a further report on the subject will be issued.

#### NEW PATENTS.

764,393. Piled Vacuum Evaporating Apparatus.—Tozaburo Suzuki, Sunamura, Japan. The combination of two vacuum-pans arranged side by side, each having a series of receivers, and heating-coils therein, an alternating series of rotary distributing-disks receiving from and delivering to said receivers, draw-off pipes, liquid-supply pipes, and overhead exhaust pipes, with connecting-piping and valves whereby the heated exhaust vapors and gases of the first are directed into the

heating-coils of the second and the liquid products of the first led to the supply-pipe and spreader thereof.

764,274. Refrigerator.—Louis De Vaux, St. Louis, Mo., assignor of two-thirds to F. H. De Vaux, Chicago, Ill. A refrigerator comprising a casing, a drip-pan at the bottom of said casing, a step mounted in said drip-pan and having openings in the bottom thereof, a tubular standard rotably mounted in said step and having openings at the bottom, shelves carried by said standard, a tubular member, and an ice-pan supported in the top of said casing and having a pendent drip-pipe extending into the top of the tubular member mounted in said tubular standard.

764,515. Oil-Separator for Rotary Refrigerating Appliances.—Marcel A. Audiolfren, Grasse, France. A rotary refrigerating appliance, comprising a closed condenser and a refrigerator, a pump and an oil-separator within said closed condenser and refrigerator respectively, piping connecting the refrigerator and condenser, and means for rotating the condenser and refrigerator.

#### SHEEP-DIP IN SOUTH AFRICA.

A trade paper in South Africa has published a few notes on sheep-dip. The following is the formula of the dip: 6 lbs. of arsenic, 24 lbs. soap (common yellow), 24 lbs. washing soda crystals, 5 gals. Stockholm Archangel tar, 400 gals. water. The dip must be boiled for six hours to insure chemical mixture. For heating purposes, two 400 gals. tanks are used. Fill only 300 gals. into each tank, and add 100 gals. to each tank after the dip has been boiling for 5½ hours. If the tanks are filled to start with, the dip will boil over, causing considerable waste. It is essential that the whole of the dip should be boiled; i. e., it will not do to put all the ingredients into, say one 400-gal. tank, and then to dilute this with water.

This was tried in Australia and was not successful. It takes about 3,500 gals. to fill the tank. The dip should be used at a temperature of about 100 deg. F. The dipping tank should be covered, and arrangements made so that no water can get into it. The dip can be used over and over again, fresh dip being added to make up the quantity removed by cattle.

#### TO PREPARE SKINS FOR FUR.

Mix bran and soft water sufficient to cover the skins. Immerse the latter and keep them covered for twenty-four hours; then remove, wash clean, and carefully scrape off all flesh. To one gallon of hot water add one pound of alum and one-quarter pound of salt. When dissolved and cool enough to admit entrance of the hand, immerse the skins for twenty-four hours, dry in the shade and rub well. Stir the liquor again, immerse the skins for twenty-four hours, dry, and rub as before. Immerse for twenty-four hours in oatmeal and warm water, partially dry in the shade,

**EXPANDED METAL LOCKERS**  
MADE TO STAND  
THE RACKET  
AN EQUIPMENT OF  
**LOCKERS**  
THAT ARE  
**DURABLE,**  
**SANITARY**  
AND THAT  
**PROTECT**  
WILL  
PAY YOU.  
**MERRITT & Co.**  
1009 Ridge Avenue,  
Philadelphia,  
Pa.

and finally rub until entirely dry. This leaves the skin like white leather, and fit for immediate use.

#### TO STUDY MEAT PRODUCTS.

The most elaborate study of meat products ever made in the history of animal husbandry will begin September 1, in connection with the World's Fair live stock show at St. Louis, and continue till October 15. The exhibit will be made by the agricultural colleges and experimental stations under the auspices of the United States government, and the results of investigation in feeding and breeding will be demonstrated. The exposition company will erect a special building for the purpose of the experiments. The committee in charge of the investigation is composed of Dr. H. J. Waters, of the Missouri Agricultural College; Dr. C. F. Curtiss, of the Iowa Agricultural College, and Dr. W. M. Hayes, of the Iowa Agricultural College.

#### FIRE TANNERY WITH HIS FEET.

The fire insurance man has to face a new igniting agent. Tanneries are the present habitat of this new incendiary. It seems that the use of naphtha, linseed oil and lampblack daub upon the leather is fraught with danger, especially when any surface is brought in contact with it that will produce friction.

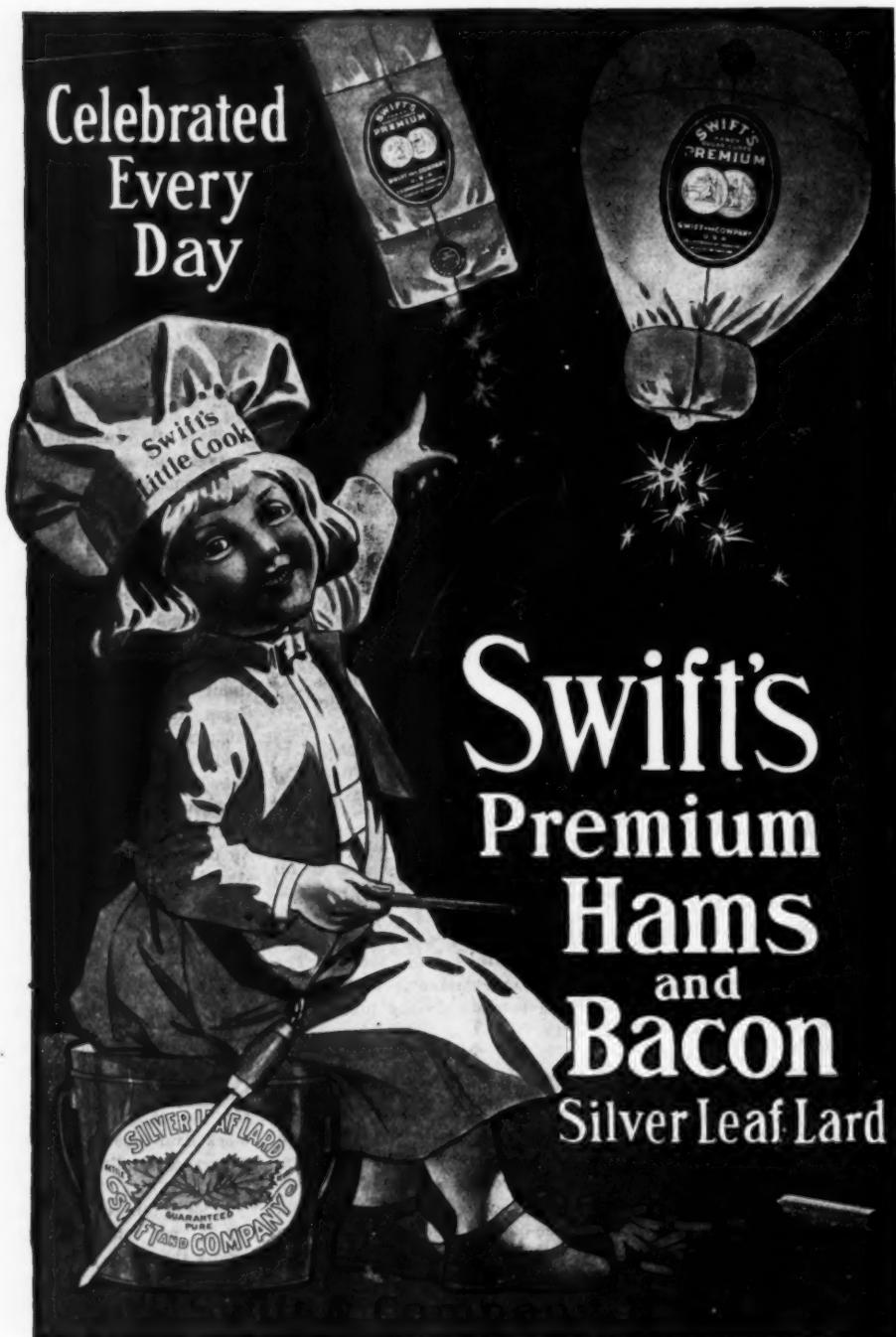
A large tannery was burned at Middletown, N. Y., not long ago. An employee walked across the floor. His feet trod upon some of this preparation. This friction set the combustible afire. The big plant, together with thousands of dollars worth of leather, was destroyed. A shipment of such leather by its own friction might possibly ignite in transit or in a warehouse and cause a mysterious fire.

#### DIXON'S NEWEST BOOKLET "Graphite as a Lubricant"

(Fifth Edition Revised.)

IF INTERESTED IN GOOD LUBRICATION SEND FOR A FREE COPY

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N. J.



Fac-simile of advertisement appearing in the July magazines.

## FEATURES OF THE WORLD'S FAIR

### THE CROSS OIL FILTER.

The authorities in charge of the immense 300,000 H. P. power plant at the St. Louis Exposition have installed a large No. 3 Cross oil filter, manufactured by the Burt Manufacturing Company, of Akron, O. It is entirely fitting that the oil filter that is recognized as standard by the United States Government, by the British Government and nearly every other prominent country on the globe, should receive the same recognition from the Exposition managers. Those who visit the fair and are interested in the mechanical features should by all means take this opportunity of seeing the Cross oil filter in practical operation.

Besides the filter used by the Exposition authorities, the Cross oil filter has also been ordered by the C. H. Bradley Company, of Pittsburg, for use in connection with its exhibit at the fair. Likewise the Buckeye Engine Company, of Salem, O., and the De Laval Steam Turbine Company, of Trenton, N. J., have ordered No. 3 American filters, made by the Burt Manufacturing Company, to be used at the fair in connection with their exhibits.

### BUSINESS AND PLEASURE COMBINED.

Arrangements have been consummated by all railroads to grant World's Fair visitors stop-over privileges at Cincinnati. The Cincinnati Butchers' Supply Company, through the medium of this paper, urgently invite the packers and butchers from all sections of the country to stop over and see their beautiful and picturesque city, and go through one of the largest plants in the world manufacturing butchers' and packers' machines, fixtures and refrigerators. The members of the Cincinnati Butchers' Supply Company will consider it an honor to make the personal acquaintance of all business friends, and promise them a good and interesting time. Stop off and see them at their plant. Such a visit combines business with pleasure.

This hustling firm is now working on plans to still greater enlarge their plant, and are refitting it with the latest and most modern machines. They are compelled to increase their capacity to keep abreast of their orders for the high class butchers' and packers' machines, refrigerators and fixtures, for which they are noted. Their reputation for beauty and quality has deservedly spread the fame of the Cincinnati Butchers' Supply Company all over the world.

When you arrive in Cincinnati, get transfers on any car leaving the depot to the Colerain avenue car, and ride to Freeman and Central avenue, then walk one block east to the Big Yellow Building, and there you are.

### NATIONAL AMMONIA AT THE FAIR.

The National Ammonia Company of St. Louis, Mo., with local branches all over the world, has furnished ammonia for a number

of the buildings at the Louisiana Purchase Exhibition and has issued a folder containing a guide and map of the fair grounds, which gives on its covers descriptions of the refrigerating machines therein which use its product.

The Fair ice and cold storage plant is equipped with a Ball refrigerating machine of 500 tons capacity, which makes 125 tons of ice and supplies 250 tons of refrigeration capacity to various parts of the grounds, including a pipe line 6,000 feet long to the Tyrolean Alps concession on the Pike. This plant has the ice-making rights for the entire exhibit. In the United States Fisheries exhibit a 20-ton Remington machine is used to cool the water for the live fish tanks. At the National Bureau of Standards, which is equipped with delicate instruments for making tests of various kinds, a refrigerating machine of the absorption type, made by the Carbondale Machine Company, is used to equalize the temperature of the test rooms. The large auditorium of the Missouri State Building is cooled by air refrigerated with a machine made by the United Iron Works Company of Springfield, Mo. All of these plants are charged with the National Ammonia Company's product and that company properly considers the fact a high testimonial to the quality of its goods.

### A "BIG FOUR" LOCOMOTIVE.

The "Big Four" Railroad shows at the Fair one of the standard locomotives used by it on all heavy trains. One of these locomotives is used on the Knickerbocker between St. Louis and Cleveland daily. This is a first-class train, consisting of cafe, library and smoking car, Pullman sleeping cars, dining car and special day coaches, running through without change from St. Louis to New York and Boston. The average weight of the train is 350 tons, although there are often extra cars increasing this weight to 400 tons or more, and the schedule, including stops, requires an average speed of 45 miles per hour, and with the stops deducted a speed of something over 50 miles an hour. The result is that, after accounting for grades and crossings, practically every mile has to be run at a speed of not less than 60 miles per hour; in fact, between many stations 15 or 20 miles apart the schedule only allows as many minutes to make the run, which necessitates running over certain parts of the road at speeds of 80 to 85 miles per hour, the latter speed being obtained when the grade is in favor.

This schedule is as fast as maintained by any train of similar weight and length of run, and is in effect both winter and summer. To maintain the speed of these fast and heavy trains and supply the calls for steam for heating, operating electric dynamos and the whistle, which for miles has to be kept almost continuously blowing, makes it necessary to provide a boiler of the greatest possible capacity and an engine with every detail worked out

with extreme care. Such an engine is the one on exhibition by the "Big Four" in the Transportation Building of the Louisiana Purchase Exposition. This engine, No. 373, is an exact duplicate of 35 of its class in daily use, and can be seen at any time by passengers on all through trains on the "Big Four" route.

In making the run with the "Knickerbocker" the average coal consumption is 5,000 lbs. per hour and the average water evaporated is 26,000 lbs. per hour from tank temperatures. For economy the boilers are evaporating an average of 6 lbs. of water per lb. of coal from and at 212 deg. The following will give an idea of the size and proportion of Engine 373 and others of its class, and will be of interest to the traveler who has not been able to follow the improvements in locomotive design:

Weight of engine, 184,000 lbs.; weight on drivers, 100,000 lbs.; weight on truck, 42,000 lbs.; weight on trailing truck, 42,000 lbs.; weight of tender loaded, 135,000 lbs.; capacity of tank water, 7,500 gals.; capacity of tank coal, 12 tons; spread of cylinders, 86 in.; valve, 11 in.; piston; valve travels 5 9-16 in.; eccentric throw, 5 1/2 in.; link radius, 63 in.; distance between frames, 38 1/2 in.; width of frames, 4 1/2 in.; inside length of firebox, 97 in.; inside width of firebox, 68 in.; front depth, 80 in.; back depth, 71 in.; number of tubes, 362; diameter of tubes outside, 2 in.; diameter of boiler, 77 1/4 in.; diameter smoke box, 71 in.; diameter driving wheels, 78 in.; diameter truck wheels, 36 in.; diameter cylinders, 20 1/2 in.; stroke of cylinders, 26 in.; height of stack above rails, 14 ft. 10 in.; length over all, 67 ft. 6 in.; total wheel base, 56 ft. 5 1/2 in.; engine wheel base, 28 ft. 5 in.; length of tubes, 16 ft. 9 1/8 in.; heating surface firebox, 177.6 sq. ft.; heating surface tubes, 3,034.7 sq. ft.; heating surface total, 3,212.3 sq. ft.; grate area, 45.61 sq. ft.

The engine is equipped with electric headlights, high-speed brakes, pneumatic sanders, electric cab lights, steam heat, etc.

### COMPUTING SCALE DECISION.

A decision has just been rendered by the United States courts respecting a patent infringement of more than ordinary importance to every merchant who uses scales in his business. The Computing Scale Company, of Dayton, Ohio, are the plaintiffs in this important case, and the case has been bitterly defended through a period of several years, as the defendants recognized the case to be a vital one. The Dayton Company is to be congratulated on the favorable result of this litigation, as this company is the pioneer in the computing scale business, and has been the means of revolutionizing the methods of selling goods by weight by all grocers, meat and fish markets and others who sell goods at retail. The far-reaching importance of this case is that thousands of dealers all over the country using automatic scales will, under this decision, be subject to liability for damages to the Dayton Company.

**See Page 48 for  
Wanted and For Sale Advertisements**



## ICE ELEVATING AND LOWERING MACHINE

Operated by Horse Power.  
Suitable for filling large ice-boxes and for use at Packing Houses.  
Readily moved from one door to another.  
Write for Catalogue and Price-List, illustrating and describing all modern methods of handling ice.

**GIFFORD BROS.**  
HUDSON, N. Y.

ESTABLISHED 1814

## ICE AND REFRIGERATION

### NEW CORPORATIONS.

Picayune Realty & Improvement Company, of Picayune, Miss., has been incorporated, with \$10,000 capital, by George O. Begg, Flint P. Smith, E. F. Tate and L. P. Hoskins, to build during the coming winter a four-ton ice factory, bottling works, etc.

Texas Brewing Co., of Ft. Worth, Tex., has been chartered with a capital of \$400,000, to manufacture and sell malt liquors and ice. Incorporators: Zane-Cetti, J. E. Weeden and Felix P. Bath.

The Capital City Ice Co., of Lincoln, Neb., has filed amendments to its charter, changing its name to the Lincoln Ice & Cold Storage Co., and also increasing its capital to \$250,000. It has taken over the business of the Lincoln Ice Co., and the Cooper Manufactured Ice Co., at Lincoln. The officers are those of the Capital City Ice Co.; President, John T. Dorgan; vice-president, P. H. Cooper; secretary, J. F. Hutchins; treasurer, C. H. Hyatt; general manager, Fred E. Hurd. It has paid in capital in cash of \$100,000. Plans are being considered for a large cold storage warehouse.

Indianola Ice Co., of Columbus, O., was incorporated recently, with \$75,000 capital. The new company is a reorganization of the old Indianola Ice Co. The directors are W. F. Poley, R. L. Hood, J. E. Sater, A. C. Brown and W. E. Boden.

Robinson Creamery Association, of Robinson, Ill., has been chartered. Capital \$6,000. Incorporators: Willis R. York, George E. Kessler and L. G. Buchanan.

People's Ice & Manufacturing Company, of Brownsville, Tex., has been chartered. Capital, \$20,000. Incorporators, J. T. Conner and J. S. Conner, of Brownsville and S. C. Tucker, of Hattiesburg, Miss.

The Queen City Creamery has been formed at Beatrice, Neb., with \$100,000 capital.

### FIRE AND ACCIDENTS.

The recent flood at Burlington, Kan., carried away both the ice houses of Peters & Drake. The houses were of about 5,000 tons capacity. The loss will exceed \$5,000.

The ice plant of the Portsmouth Brewing & Ice Co., of Portsmouth, O., was burned on July 11. The loss will exceed \$30,000, and there was insurance for but \$16,000. Cause unknown.

The 80,000-ton ice house of the Jefferson Ice Co., of Chicago, Ill., situated at Powers' Lake, near Kenosha, Wis., burned on July 9. The cause is unknown. There were over 65,000 tons of ice in the building, much of which will be a total loss. The damage will exceed \$70,000. There was about \$20,000 insurance on the house, which was built a few years ago at a cost of \$40,000.

The Consolidated Ice Co.'s 4,000-ton ice house at Agawam, near Springfield, Mass., was burned July 15. Loss, about \$5,000. The house contained about 3,000 tons of ice. Cause unknown.

The ice house of Esche Bros. & Rabe, of Chicago, Ill., located at Loon Lake, near Antioch, Ill., was struck by lightning July 11 and burned to the ground. The loss is \$4,000. Insurance partial.

A lighted cigarette thrown down near the ice houses of the Lake Ice Co., of Owasso, Mich., at Hopkins' Lake, set fire to the houses and they were totally destroyed. Loss, \$4,000. Partially insured.

### ICE NOTES.

W. L. Gilbert is preparing to put up an ice plant at Stattsburg, N. C.

M. L. Rigbers will build an ice making and ice cream freezing plant at Atlanta, Ga., to cost \$25,000.

The Merchants' Refrigerating Co., of Jersey City, N. J., has secured a lease of the old Jersey City Stores, which have for some years past been operated by the International Mercantile Marine Company. The stores are at the foot of Grand street, Jersey City, adjacent to the steamship piers "B" and "C" of the Pennsylvania Railroad Company, with ample bulkhead facilities for the handling of freight by lighter. There are both U. S. bonded and free warehouses for the storage of general merchandise.

Emery & Co. wholesale fruit dealers of Chillicothe, O., and Ottumwa, Ia., are arranging to build a cold storage plant at Chillicothe. An ice plant will be run in connection with it.

T. Jensen & Bro., of Emporia, Kan., have opened the cold storage plant they built last fall. It has capacity of five carloads and is the only one in that section of Kansas.

The Duquesne Ice & Rink Co., of Youngstown, O., has bought a site 60 by 150 ft., and

## GIANT INSULATING PAPERS

S T A N D A R D   F O R   E I G H T E E N   Y E A R S



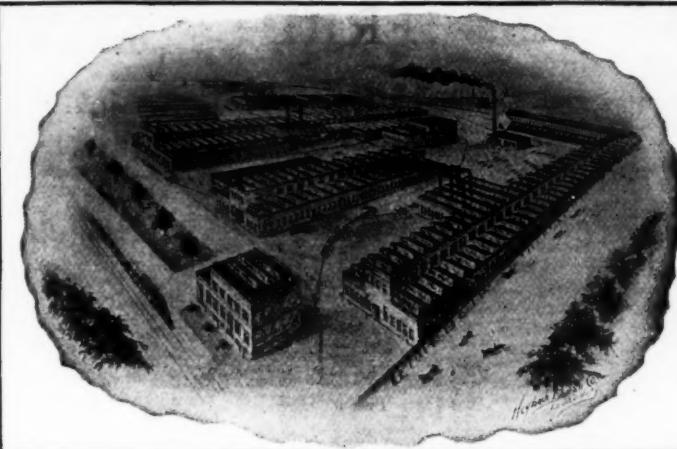
POSITIVELY SUPERIOR TO ALL  
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PERMANENT INSULATION ENSURED

Sole  
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THE STANDARD  
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CHICAGO OFFICE,  
188-190 Madison Street  
N E W Y O R K



## Henry Vogt Machine Co.

### ICE and REFRIGERATING MACHINERY

Louisville, Kentucky.

350 ft. deep, on which to build a rink. A grand stand with 1,000 seating capacity will be put up. A 75-ton ice making machine will be needed to freeze the skating surface. The place will be operated only in winter. The company is purely local and has \$35,000 capital.

The Lecompte Ice Co., of Lecompte, La., has completed its plant and is now turning out ice.

Tahlequah, I. T., is to have a 15-ton ice making plant as soon as a company now organizing is formed. The old plant has been abandoned.

Creditors of the Industrial Cold Storage & Ice Co., of Philadelphia, Pa., have asked the local courts to declare it an involuntary bankrupt. The claims amount to about \$2,000.

The Oklahoma Ice & Brewing Co., of Oklahoma City, Okla., will build a branch ice plant at Shawnee.

The new ice plant of the Central Ice Co., at Kansas City, Mo., has been opened for business.

Consolidated Ice & Electric Co., of Cambridge, O., has reduced its capital from \$100,000 to \$10,000.

Two-thirds of the capital stock necessary for an ice plant and soda water factory for

Summit, Miss., has been subscribed for. The company will be organized in a short time.

The Utica Manufacturing Co., of Utica, Miss., which deals in hardwood manufactured articles, will put in an ice plant.

The North American Cold Storage Company, of Chicago, Ill., has executed a trust deed to the Federal Trust and Savings Bank of that city, to secure a loan of \$250,000 for ten years at 5 per cent. Approximately \$140,000 of this is to be used for taking up an existing incumbrance held by the Northwestern Mutual Life Insurance Company, and the remainder will be employed in an extensive addition to the plant at Canal street and Carroll avenue. The addition will be seventeen stories high, will have ground dimensions of 60 by 70 feet and will cost around \$200,000. The present building is sixteen stories high and was erected only a few years ago. The new structure is expected to be completed October 1.

The Anglo-Canadian Cold Storage Exchange of Toronto, Can., has asked for the exclusive cold storage and refrigerating privileges at the St. Lawrence public market in that city. It offers to pay \$1,500 a year rental for 21 years, to put in a 50-ton refrigerating machine and a complete plant.

An ice factory will probably be established at Bennettsville, S. C., by Thos. E. Mitchell.

The Albion Cold Storage Co., of Albion, N. Y., has elected the following directors: Will-

## C. B. COMSTOCK Refrigeration Architect & Engineer

Union Stock Yards,  
Herr's Island, Pittsburgh, Pa.

Specialist in the DESIGNING and BUILDING of PACKING HOUSES, ICE, POWER and CREAMERY PLANTS. Upon application I will send to prospective builders a partial list of PLANTS I designed.

iam Hallock, C. H. Bahrenburg, S. N. Tanner, C. Royce Sawyer, Judson C. Curtis, D. S. Beckwith and R. F. Coan.

A cold storage warehouse and a cannery factory are much desired at Hampton, Ia., and an effort is being made to organize a company to build them.

A new cold storage and ice plant will be built at La Porte, Ind., by H. S. Williams, of Cleveland, O.

(Continued on page 31.)

W. H. BOWER, GEORGE R. BOWER,  
General Manager. Secretary and Treasurer.

### The AMMONIA CO. OF PHILADELPHIA

PHILADELPHIA, PA.

### ANHYDROUS

ALWAYS PURE ALWAYS DRY

  
DISTILLED FROM PURE  
AMMONIA OF OUR  
OWN MANUFACTURE  
FOR REFRIGERATING AND  
ICE MAKING

WERLIIN VALVE WRITE FOR BOOKLET AGENTS.

NEW YORK CITY, 100 William St., Roessler & Hasslacher Chemical Co.  
BOSTON, 45 Kilby St., Charles P. Duffee.  
PITTSBURG, 22 Rose St., Pittsburg Transfer Co.

BALTIMORE, 1348 Block St., Baltimore Chrome Works.  
WASHINGTON, 1227 Pennsylvania Ave., Littfield, Alvord & Co.

ATLANTA, Century Building, Southern Power-Supply Co.  
JACKSONVILLE, Atlantic Coast Line Ave., S. E. W. Acosta.

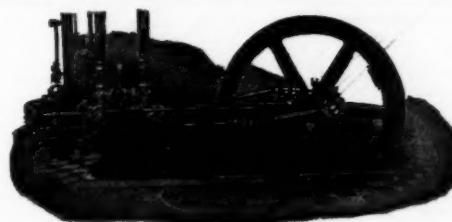
NEW ORLEANS, Magazine & Common Sta., Finlay, Dicks & Co., Ltd.

CINCINNATI, 9 East Pearl St., C. P. Calvert.

CHICAGO, 16 N. Clark St., F. C. Schapper.  
MILWAUKEE, 138 W. Water St., Central Warehouse.

KANSAS CITY, 717 Delaware St., O. A. Brown Co.  
OMAHA, 1013 Leavenworth St., Wm. M. Bushman.

LIVERPOOL, Adelphi Bank Chambers, Peter R. McQuie & Son.



### The Linde Machine for Ice and Refrigeration

Standard of Quality for Over 20 Years.  
Best advertised by the number of its pleased users.

5000 Throughout the world.

May be operated from any power.

Correspondence Solicited.

### The Fred. W. Wolf Co.

Rees, Hathorn and Dayton Sts.

Chicago

SEATTLE.

FT. WORTH.

ATLANTA.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the bbls., except lard which is quo'ed by the cwt., in tcs., pork and beef by the bbl., or tierce, and hogs by the cwt.

**Drooping Markets—Packers Free Sellers—Hog Supplies Beginning to Come Forward Freely—Normal Conditions About Resumed—Somewhat Freer Cash Demands—Arousing of Speculation—The Close Stronger.**

In the late period of disturbed packing house labor conditions the speculative products markets varied little from the prices that they had held in the period before the strike, whatever better prices were made for certain cuts of meats that were temporarily scarce.

And that the hog products markets were kept as free from excitement as possible in consideration of the fact that because of small receipts of hogs there were decidedly higher prices paid for them emphasized the conservative attitude of both buyers and sellers, with the feeling among them that diminished productions were a feature for only a few days, and that the products markets would quickly get back to their ordinary positions of supplies and general influence, while more material demands for them would be kept in abeyance until the time for ordinary offerings of the miscellaneous products through a settlement of the labor trouble.

There was a good deal of an accumulation of most products to pull upon, and, with the conservative demands, they were in some channels proving rather burdensome holdings by which there was a good deal of irregularity to prices as the offers came to sell from competing packing points.

That it was possible in the most annoying period of the strike trouble to get lard freely at lower prices than had been made for it in weeks was clear at all of our Eastern

markets. There were offerings of this cash lard upon the Eastern markets from points outside of Chicago at what would be considered very attractive prices by comparison with the Chicago option figures, and even Chicago was trying to sell cash lard all through the disturbed labor situation at irregular and low prices by relation with its somewhat nominal speculative situation.

The product had the disadvantage then of the indifferent mood of buyers, and as it was brought out by a feeling that all developments were abnormal through the labor troubles, therefore that it was better to wait for resumption of ordinary influences.

There was not only the very conservative cash demands for everything in the hog products lines, but a checked speculation in the leading products, which made it unwise to bolster prices, especially in consideration of the rather full accumulated stocks of pork, lard and ribs, and more especially of lard, as well as with the belief held that just as soon as the labor trouble was over that the live stock supplies, which had been generally held back in the interior, would be started forward to the packing points, and that when the increased live stock supplies appeared at the packing points, it would be difficult to sustain prices for them, and by which the products markets would be affected.

There had been very little disposition to trade in the options of the products, either by buyers or sellers, and on the whole the situation of the prices for the options had been rather easy, or at least not more than spasmodically steady even in the most trying period of the labor troubles.

The decline in Wednesday's hog products markets was on account of expectations then of an early settling of the labor trouble and

the belief that hog supplies would soon become of liberal volume. Indeed on Wednesday the prices of hogs broke substantially, while before that day there had been for several days materially better prices for the hogs on the, through them, small run of supplies of them. And on Thursday there was another decline in the prices of hogs, while the supplies of them at the packing points were of a much larger order. But the products markets were easing up only slightly on Thursday after the substantial declines for them in the trading of the day before, since it was considered that the hog products had been held down in prices when the hog prices were advancing in the period of the labor strike and that the now proper adjustment was lower cost hogs and steady product prices.

The hog products markets now look reasonably cheap, even considering that the live stock supplies are for a few days likely to be of a liberal order; and there are some expectations of revived conditions to prices of the products after a few days or when the situation for them is running more under ordinary influences. Indeed, before the close of Thursday's market there was an advancing tendency for all hog products.

There must be a liberal unsatisfied cash demand for the products and which would not be checked by the cash prices, as soon as they are generally arranged to the speculative market conditions for the products, and these unsatisfied demands exist because of the late restricted buying on the abnormal influences. The general markets, in a speculative way at least, are now cheaper than they were before the packing house strikes, while some of the cash products are hardly higher than they were before the trouble, and

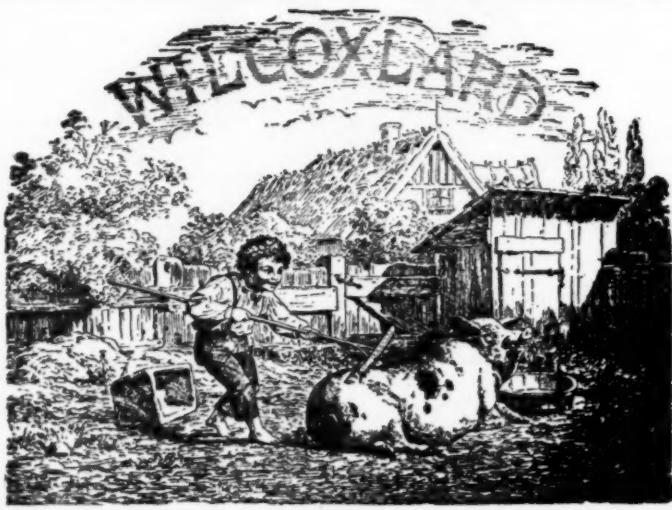
# THE W. J. WILCOX

## LARD AND REFINING COMPANY

NEW YORK  
OFFICES: 27 Beaver Street

Refiners of the Celebrated  
Wilcox and Globe Brand

PURE  
REFINED  
LARD



**CARROLL S. PAGE,**  
HYDE PARK, VT.

Green Calfskins, Country Hides, Sheep  
Felts, Tallow, Bones.  
Wool Puller and  
Tallow  
Renderer

Manufacturer of  
Page's Perfected  
Poultry Food

the others will probably soon settle to their regular differences.

In considering the possibilities of nearby better market conditions than those at present, the slow speculation, however, must be reckoned with, and which makes a feature of doubt that the markets can be swung materially higher, however, that they are likely to improve from late depressed conditions.

The outside speculator contributes little to the trading, and his offish sentiment is especially marked on hog products and rather takes to the grain situation, which has offered greater chances for variations through the varying views concerning the crops and as weather conditions and other developments affect the prices of the grain market.

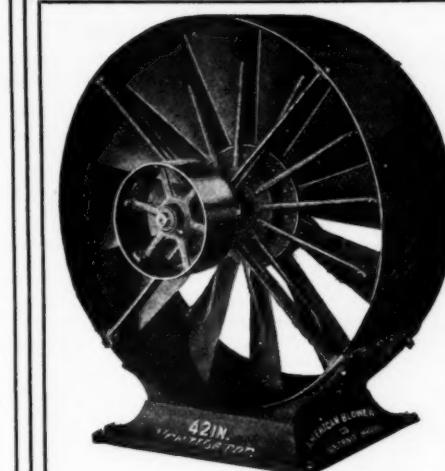
And there is little prospect of a nearby revival of active speculation in the hog products, although some increase in the buying interest for them is looked for, which may prove of sufficient importance to bring about better market conditions in connection with the indicated influence from the altogether probable greater cash demands for the products.

The exporters are not doing much, as the consignments to the other side are of steadily fair volume and largely meet wants there. But there is an increasing home consumption of meats, with a larger number of orders, from the South especially, sent to the packing points. It is not only true of hog products, but of all associated fats that there have been some few days very conservative demands, but which will now likely give way to more confidence in buying. Even compound lard has failed to have the demand expected for it, and the consequent dull demand from the compound makers for cotton oil has weakened the market prices for the oil; and the oleo-stearine holders who had been expecting big prices as the outcome of the restricted productions are now, as the labor trouble is settled, carrying their old liberal accumulated stocks against dull demands, and they are now modifying their views as to selling prices. The tallow people were getting very bullish, but they were not selling much, and although it will take some few days for fat collections to be up to the old average for the make of tallow, yet the determined mood of consumers of tallow to be conservative in buying will probably prevent at least some of the outside view that had been held for tallow being realized.

The average weight of the Chicago hog receipts last week was 224 lbs., 226 lbs. previous week, 233 lbs. corresponding week last year and 230 lbs. in 1902.

In New York there has been difficulty in selling lard except at low and irregular prices, and some lots of Western stearine have been had here from points outside of Chicago as low as \$6.75, yet up to \$7.10 has been quoted for the lard, as figuring the basis of the cash lots from the September option price. City steam has been active; wanted at 6½@6½c., and 700 tcs. sold for export at those prices. Compound lard has been less active and quoted at 5½@6c. for car lots. Mess pork has been in moderate export demand, with sales of 425 barrels at \$14.25@\$14.75. Short clear pork has sold at \$13.50@\$15.50 for 250 barrels, and 150 barrels city family at \$14.50. In city meats there is a disposition to hold prices up because of the cost of hogs and the small supplies of them, and the fact that stocks of the meats are a good deal reduced and that they are especially light of bellies, with 12 pounds ave. pickled, loose, quoted at 9½c., 14 pounds ave. at 9c., 10 pounds ave. at 9½c., smokers at 9½c. Also sales of 4,000 loose pickled shoulders at 6½c. and 3,500 loose pickled hams at 9½c. @10½c.

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DETROIT

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LONDON

2,610 barrels pork, 7,328,703 pounds lard, 13,706,429 pounds meats; corresponding week last year, 1,580 barrels pork, 7,523,140 pounds lard, 12,266,490 pounds meats.

**BEEF.**—There is a moderate advance in prices and somewhat sensitive conditions on the diminished productions. City extra India mess, tcs., \$14.50@\$15.50; barreled mess, \$8.50; packet, \$8.50; family, \$10.50.

**ICE AND REFRIGERATION**

(Continued from page 29.)

**FRESH AND COLD STORAGE BUTTER.**

Speculators still command attention in the butter situation. They have been active all week and large quantities of the make arriving now goes into the freezers. The supply is larger than ever, and on the 20th the receipts reached 27,588 packages, the greatest amount ever recorded in one day. This stock was made up of 134 packages Eastern, and 27,454 Western, with prices under 18c. The speculator feels he can take hold, and it is only the apparently wide opening at 17½ which prevents the market from going under by pressures of receipts. Consumptive demand was a little better than last week, but is decreasing. This element of the market and that caused by the men who await further declines, are discounted by the steady buying orders on private account which come in at the official price of 17½c. This has been the settling basis on the exchange, but lines of high quality still bring 18@18½c.

Receipts for the last six days total 67,668 packages, of which about 4,000 packages a day went into storage, making the holdings here now about 195,000 packages. This rate of receipts and storage will probably continue for ten days or more, but by that time, about the high mark of the make will be over, so far as to cause receipts to gradually and naturally diminish again.

We quote creamery extras, 17½c.; do firsts, 18@17c.; do seconds, 14½@15½c.; do thirds, 13@14c.; State dairy tubs, extras, 17c.; do firsts, 15@16c.; do seconds, 14@14½c.; do thirds, 12@13c.

In Boston the market was irregular, but

tending toward firmness and steadiness. Receipts last week were 42,111 tubs, of which 15,242 tubs went into storage, bringing the total up to 143,465 tubs. Prices were 18@18½c. for choice extras and 17@17½c. for choice dairy lots. In Philadelphia the receipts were 9,079 tubs and 6,571 boxes. Much buying has been for storage, but consumptive demand has been good. Extras brought 18@18½c. and firsts, 17@18c.

**FRESH AND REFRIGERATOR EGGS.**

Arrivals during the current week were somewhat greater than last, and it became evident that the shortage referred to then was due to holding back of stocks on the part of country shippers. Extra quality continued high and scarce all week, and the demand for that class is still such as to keep prices well up. The market has been firm and strong, owing to the stimulating influence of the strike in the meat trade, which was expected to create a run on all other food stuffs. The prices are now at ranges where even slight increases will send in calls for eggs from the coolers. This, of course, tends to keep the range down somewhat, but the market on the whole is buoyant, on top grades especially. New York prices are: Nearby fresh gathered extras, 22c.; do, firsts, 19½c.; Western fresh gathered, extras, 20½c.; do, firsts, 19½c.; do seconds, 17½@18½c.; Kentucky, fresh gathered, seconds, 17@18c.; Tennessee and other southern, seconds, 16@17c. Receipts, July 13-20, 71,216.

Boston reports higher prices on desirable fresh arrivals and best western firsts. The latter bring 18@19c., with the former at 20@21c. Storage stocks have increased, and stand now just under the 200,000 mark, which is a few thousand more cases than in 1903. Some stock was withdrawn last week, as extras arriving were less than the demand.

In Philadelphia the market advanced a cent to a cent and a half, under the combined heavy demand and light receipts. Choice goods bring higher figures and are scarce. Pennsylvania choice brought 20½c. and western 18@19½c.

# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

**TALLOW.**—Naturally it is becoming difficult to buy except at prices which show an advance, and because of the somewhat lighter collections of fat through a moderate falling off in the meat consumption, while a degree of firmness is imparted from the feeling that even if the strike is settled that it will be some time before supplies and consumption of beef get in normal position again for the regular supplies of fat for the make of tallow.

It is hard, however, to fully establish a materially better line of prices for the tallow, because the soapmakers and compound makers feel that any advanced prices that may be made for the tallow because of the modified production through the labor difficulties are apt to disappear very soon after meat consumption and fat collections are back in the customary channels.

Many of the soapmakers had accumulated supplies of tallow, as usual with them, in the earlier part of the season, or a few weeks since, when the make of the tallow was preferred to that expected of the summer offerings, therefore the soapmakers are not called into the market for very material supplies of tallow for the present.

There seems to be a very active business in soaps and the summer accumulations of the tallow in the hands of the soapmakers are working down in very fair degree; nevertheless, there is no hurry on the part of the soapmakers to take tallow supplies, and it becomes a question of the duration of the period of diminished production for calculations as to prices of the tallow.

There are steadily small lots of tallow to be had, either on the dock or in the hands of people who are instructed to close them out, rather than have them carried through the warm weather at only slightly higher than old prices, although other offerings of outside lots are held for at least  $\frac{1}{4}$  c. more money than made before the recent spurt tendency. Moreover, the soapmakers feel that if the local melters insist upon outside prices for the city made tallow because of the diminished productions, and the fact that one tallow making source has had the major portion of the fat collection and names an outside price for the tallow, that they, the soapmakers, will be able to get out of town lots as they may be pressed for sale rather than held

in the weather conditions, at prices much more satisfactory to them.

There is no disposition on the part of most sellers to crowd a market against buyers on the abnormal situation, but only to get a little more money from the showing of the supplies on the general situation; yet, at the same time, there is marked disinclination on the part of buyers to meet any marked improvement in the prices from the basis of the sales before the strike, however excited some sellers views are.

It may be said that the home consumers of tallow have no especial competition for the supplies of it, since the foreign markets could not take the tallow at its current prices. There were bids of 4 $\frac{1}{2}$  c. for city, hds., and perhaps some could have been had at 4 $\frac{1}{2}$  c. But the maker who had been getting more than ordinarily the offerings of the outside fat since the strike set in was talking away up to 5 c. for city hds., and some of the other melters views got stimulated by it. But just now with the strike settled developments are awaited. In that position of affairs it is almost impossible to give a clear idea of prices. There were offers to sell city, in tierces, in some directions at 4 $\frac{3}{4}$  c., and 250 tierces sold at that; but of course the, at present, leading holder as wanting 5 c. for city, hds., would talk above that for large lots of city, tierces, while 1,000 tierces, possibly not city made, but strictly prime quality sold at 5 c. There have been about 450 tierces edible tallow sold at 5 c., but perhaps 5 $\frac{1}{4}$  c. is now about the price for it under the conditions of other prices, although nothing decided as yet.

The London sale on Wednesday showed a slow demand, where the prices were unchanged, with 750 casks offered and half of it sold.

Country made tallow is arriving very moderately and is taken up close at better prices, which, however, show a good deal of irregularity, with sales of 225,000 pounds in lots, at 4 $\frac{1}{4}$  to 4 $\frac{5}{8}$  c., as to quality, and some choice lots are held up to 5 c.

The western markets are somewhat feverish, where there is little desire to buy, considering the present situation of reduced productions and hardly better prices than latterly bid, although more money asked, prime

packers, tierces, quoted nominally at 5 c., and city renderers at 4 $\frac{1}{4}$  c., although more asked.

**OLEO STEARINE.**—The highest price touched on the late excitement was 7 $\frac{1}{4}$  c., and for only a couple of car lots. The pressers have not been willing to accept 7 c., which they could have obtained rather freely on the first alarm of the labor trouble, and they had been generally insisting upon 7 $\frac{1}{2}$  c. But at the close with the strike settled there are sellers at 7 c. There is a good, full stock of the stearine at the West, and a fair supply here, and the outside prices that had been asked were, of course on the late materially shortened productions through the much less slaughterhouse fat obtained. The usual buyers are working upon their accumulations, which, in instances, are of considerable volume, and are had at much cheaper prices than those now asked, and, as well, with the belief that the market would turn immediately upon the settlement of the labor troubles. Chicago has 7 c. bid. A sale of 100,000 pounds in New York was made at 7 c.

**LARD STEARINE.**—The refined lard people do not want the stearine at all freely, and the market for it fails to sympathize with lard. About 8 c. quoted for city and 7 $\frac{1}{2}$  c. for western.

**COTTONSEED STEARINE.**—Very little on offer and the market is nominal. Quoted at 4 $\frac{1}{2}$  c. @ 5 c. per pound.

**LARD OIL.**—The manufacturing interests buy very slowly, and it is difficult to secure strong prices for the oil, with prime quoted at 56@59 c.

**GREASE.**—Fine soap grades are held somewhat stronger, with a good demand, as helped by the higher prices asked for tallow. The exporters are doing little. Yellow quoted at 3 $\frac{1}{4}$  @ 3 $\frac{1}{2}$  c.; house, 3 $\frac{1}{2}$  @ 3 $\frac{1}{2}$  c.; bone, 3 $\frac{1}{2}$  @ 4 $\frac{1}{2}$  c.; B white, 4 $\frac{1}{2}$  c.; A. white, 5 c.

**GREASE STEARINE.**—Supplies on sale are very moderate, and there is enough demand to keep prices to a strong trading basis. Yellow quoted at 4 $\frac{1}{2}$  c.; white at 4 $\frac{1}{2}$  @ 4 $\frac{1}{2}$  c.

**OLEO OIL.**—The market situation is a stronger one, in view of the general fat situation. But there is little desire to buy beyond actual needs. Rotterdam quotes 45 florins. In New York choice at 8 c.; price at 6 $\frac{1}{2}$  c.; low grades, 5 $\frac{1}{2}$  c.

(Continued on page 35.)

## SOAP MAKERS' MACHINERY

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## COTTONSEED OIL

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is an official organ of the Interstate Cottonseed Crushers' Association, and the official organ of the Oil Mill Superintendents' Association of the United States.

**Steadily Easier Prices—Extreme Dulness of Compound Makers' Demands Except for Bargains—Soapmakers' Consumption Not as Yet Materially Increased by the Better Tallow Markets—Too Much Oil on Offer for Current Needs—Attempted Reselling of Speculative Holdings.**

The cotton oil market steadily goes back on some trade hopes that had been held of "bottom prices touched." Indeed, there have been many traders with the opinion that possibly small reactions in prices from depression were about due, and they are somewhat surprised at the yielding market, and which has the marked influences, too much oil for dull demands, and which is an especially depressed feature at this time, when the next cotton crop promises to be a large one, with new oil expected from Texas in September.

It is true that the declines in prices for the oil are not very material, but that they come about at all after a long period of drooping tendencies there is emphasized the point of burdensome holdings of the oil for current consumption, and especially as the demands from the more important consuming sources fail to show material life except as the oil is crowded upon them, and as they are able to get them, seemingly, at bargain prices. This has been a feature in the late takings of moderate quantities of bleaching grades at the West, while in New York the compound makers have no urgent need of the oil, while it is offered them at prices nearly as low as at any time in any depressed market conditions had for weeks. There were 5,000 bbls. bleaching oil in tanks offered at the West as low as 26½c.

The fact is apparent, and in line with the opinion expressed weeks since, that the more prominent compound lard makers were protected with oil supplies from accumulations, and had bought ahead and would have deliveries made to them on contract of sufficient quantities to keep them quiet in buying cotton oil with any near possible development of livelier dealings in the compound lard. Nevertheless, that with protracted activity in the compound lard that some of the compound makers would be compelled to buy the oil before the new crop season, however well protected the larger compound makers are with oil supplies.

But the compound lard trading is not keeping up to the volume it had a couple of weeks since, although that there is a little more of a buying interest in the compound lard than

there is in pure lard. Nevertheless, that since the labor strike the mood of buyers has been tame for both compounds and pure lard, although it is expected that the compound lard will take more attention than the pure lard, if the latter is started higher in price as the outcome of the settlement of the labor trouble and after the held-back supplies of hogs through the period of it are sent to the packing points.

But the effort had been made to check excitement in the hog products markets, and their prices have been held down very well; however, that it looks as if there would be ultimately an advance for them, or as soon as the market is relieved from the effect of the larger hog supplies.

It has been creditable, of course, to keep the prices of the food products down in the several days' excitement of diminished production of them. And it is a fact that very little more money has been made even for meats by the packing houses, while it has been possible this week to buy pure lard at even lower prices than those that prevailed before the strike. The talk then, that the option market has been held down, while that cash prices had been advancing from first-hand sources, for hog products, has been without facts to sustain it. There was cash western steam lard sold this week, from points outside of Chicago, at as low as 6.75, laid down in New York, although the nominal price was about 30 points above that when the trade took the September option at Chicago and figured so many points above it to make the cash price in New York.

There has been, of course, latterly, a materially reduced production of hog products, but there is a pretty good accumulated stock of them at the packing centres, and the packers are moving out their accumulated supplies as promptly as possible, as against the contingency of a soon materially larger packing. Naturally, all buying interests are very tame because of the abnormal look of affairs, and there is a much less supply of the hog products wanted; therefore, the accumulated stocks of them may be called burdensome.

But with the late small receipts of the hogs at the packing points and their then materially higher prices, it would have been very easy to have advanced the prices of the hog products; indeed, they would have advanced by the ordinary drifting of affairs had there not been a disposition among the leaders to keep affairs as calm as possible until the labor situation was adjusted.

At mid-week, as the packing houses were

getting in better position to take care of live stock supplies, the deliveries of hogs to them from country points were becoming larger, and their prices were going off as rapidly as they had advanced. And at this writing, as it is announced that the labor strike is settled, the detained hog supplies will be forwarded freely. Anticipation of this broke Wednesday's hog products markets.

There is, of course, a large amount of detained live stock that will reach the packing points in a few days, in the marketing of which it could hardly be expected that the hog products markets would be better, but rather that they will often sympathize with hog prices. Therefore, that the cotton oil market is not likely at once to get benefit from the lard position of a very decided order, however a little higher it is.

But there are prospects that within a few days the live stock supplies will be well taken care of, and that the hog products markets will rally from their present apathetic and tame appearance.

And it is because of expectations of an ultimately improved lard market that there are hopes of a better consumption of cotton oil in August, for the make of compounds in competition with the pure lard trading, and perhaps steadier market conditions then for cotton oil than seem possible meanwhile, yet that it seems unlikely, unless something happens to the cotton crop to delay or damage it, that September could be an exhilarating month for prices of cotton oil.

The cotton crop in Texas is well advanced, however, that the late dry weather there had checked it some, although the State has since had beneficial rains; and as by official and private sources of information the crop is fruiting nicely and it is well cultivated, the fact that there had been a spell of dry weather was in some respects an advantage, in possibly checking damage from boll weevil. In all sections cotton has made rapid growth, although the crop is not a particularly early one outside of the Texas growth.

But the point is that there will be early made cotton oil from Texas, and before the close of September a limited quantity of the oil is likely to appear at seaboard markets.

It may be said that a good portion of the Texas cotton crop is now practically assured. And that the general prospects of a large cotton crop were never before as promising as now, considering the season of the year, and not excepting the '98 crop, although in most sections a good deal of damage, of course, could be done the crop in August and September.

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But with the at least present consideration of the cotton crop there is reason for the caution exercised in trading in the oil market, with the dulness and easier prices that come about in it, since if the cotton crop matures to present expectations of its large volume there would be a desire by the mills to get seed supplies upon reasonably low values with possibilities of a low priced oil market for next season; therefore, that buying of the old crop is carried on in a conservative way and to protect actual needs, and that it is likely to be stimulated only as there may be an increased compound lard business to call the compound makers in the oil market, or as there may be an ultimate advance in the prices of beef fats through the late packing house trouble, by which soapmakers' demands would turn more freely from tallow to cotton oil.

And the beef fat situation has been very sensitive, with decidedly higher prices asked for tallow, but not, as yet, responded to by buyers. The diminished consumption of beef makes the fat collections materially smaller, and the productions of tallow and oleo-stearine are much reduced. Some of our eastern tallow melters are becoming somewhat excited in their views as to prices of tallow. Then just at present the more important city maker of tallow is talking up to 5c. for city hogshead tallow, although there are no bids for it over 4½c., but which latter is ½ higher than the previous sale for the tallow. And 4½c. would be paid for city tallow, in tierces, while a lot of 1,000 tierces, probably not city made, has been sold as high as 5c. And with the labor strike settled, as announced at this writing, it will be some time for meat consumption and fat collections to get to normal volume.

There has been this week, therefore, market situation of higher prices asked for tallow and easier cotton oil, and the difference is now wide enough to urge demands for the cotton oil from the soapmakers, although up to the present time the soapmakers are not showing active buying interest in the oil, although there is some increase of consumption of it.

A restraining feature to demands is the

fact that soapmakers do not care to touch general raw materials because of the feeling they have that the beef fat markets are abnormal on the late labor situation; therefore, that cotton oil suffers in the sentiment, notwithstanding the fact that it is of very reasonable value compared to that for tallow.

Of course, there are a number of the prominent soapmakers who put in supplies of tallow for summer use in the earlier period of the year, when, with cool weather, the tallow is made of better quantity than is possible to make it in the summer months. Nevertheless there are enough other usual wants steadily for the tallow to absorb beef fat productions in the summer time, and it is from this miscellaneous buying interest that cotton oil should have, just now, more attention than tallow.

There has been some little desire to contract with Europe for cotton oil supplies for the fall deliveries, and a few markets there are taking limited quantities of the oil, and they pay for them quite as good prices as they would for the near-by deliveries.

There has been some disposition this week to sell the cotton oil by the South; particularly contract oil that had been held for September and the earlier deliveries, but it has not been especially crowded upon the market, else the oil situation would have been even easier than that developed. And the speculative demand for the oil is very tame, with seeming lack of confidence for it generally, although there is a good deal of talk of "good undertone" and possibilities of a better market before new crop oil comes along. This latter hope may come to a fact, only if material damage comes to the cotton crop, or if there are increased demands from consumers for the oil: a large business in cotton oil is a probable outcome of changed lard market conditions from their late depressed situations.

It is certain that there is more of the cotton oil coming on the market now, either from deliveries on contracts or with the desire to make new sales of it, than buyers care to take up, and that because of it that prices are insecure, although that they are not likely to show marked declines, whatever weakness

may prevail for them, and further slight concessions. Since the prices now are pretty well down, considering even all of the adverse features the oil market exhibits.

The bleaching grades in tanks in New York is at about 27c., and in Chicago at 26½c., where nothing has been done since the sale of about 60 tanks, as taken in Chicago last week at 27½c. for prime and at 27c. for a fairly prime quality.

New crude, in tanks at the mills, for October and November deliveries, is steadily offered at 23c., and there have been a few bids for small lots at 22½c., and new crop refined in barrels, has been further offered at 29c.; and a little bidding has been done by the foreign markets of 28c., but rarely over 27c., while it must be said that the foreign markets—such of them as care to buy—would rather pay the prices for the late deliveries than for near-by, and because there are a few sources that feel they will need limited quantities thereon, while they would not buy beyond actual needs any delivery, as they have hopes that there will be a large cotton crop and that the oil may be cheaper than those prices by the time the months are reached if the cotton crop turns as now hoped it will.

Sales of 20 tanks new crude, October and November, at 22c. to 23½c. in the Southeast, and at 22c. in the Valley.

The New York market has stood through the week as follows: On Saturday, the 16th, prime yellow, July delivery, 29½c. bid and 29¾c. asked; August, 29½c. bid, 30c. asked; September, 30c. bid, 30½c. asked; October, 29½c. bid, 30½c. asked. On Monday, early in the day, July delivery, 29½c. bid, 29¾c. asked; August, 29½c. bid, 30c. asked; September, 30½c. bid, 30½c. asked; October, 29½c. bid, 30½c. asked; and at the close, July delivery, 29½c. bid and 29¾c. asked; August, 29½c. bid, 29¾c. asked; September, 30c. bid, 30½c. asked; October, 29½c. bid and 30½c. asked, and 400 bbls. September sold after 'Change at 30c. On Tuesday the market continued very dull, and it was easing up a little, with the prices in New York early in the day for prime yellow at 28½c. bid and 29c. asked for July, and 100 bbls. sold at 29c.;

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AWARDED  
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PARIS, 1900

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GOLD MEDALS  
AWARDED  
BUFFALO, 1901  
CHARLESTON, 1902



with 29c. bid and 29½c. asked for August; 29½c. bid and 30½c. asked for September; 29c. bid and 30c. asked for October; and in the afternoon, 28½c. bid and 29c. asked for July, and 150 bbls. sold at 28½c.; 29c. bid and 29½c. asked for August; 29½c. bid and 30c. asked for September; 29½c. bid and 30c. asked for October.

On Wednesday the early market was slow and favored buyers by small concessions, with marked indisposition to buy either spot or future deliveries: prime yellow, July, was 28½c. bid and 28½c. asked; August, 28½c. bid and 29c. asked; September, 29c. bid and 29½c. asked; October, 29c. bid, 29½c. asked; November, 28½c. bid, 29½c. asked.

The closing market continued easy, with July at 28c. bid and 28½c. asked; August, 28½c. bid and 29c. asked; September, 29c. bid and 29½c. asked; October, 28½c. bid and 29½c. asked.

On Thursday there continued a quiet market. Prices are easier again. The early prices in New York were, bid and asked: July, 28@28½c.; August, 28@28½c.; September, 28½@29c.; October, 28½@29c.; November, 28@29c.; and the close was: July, 28@28½c.; August, 28½@28½c.; sale, 750. August, 28½c.; September, 28½@29c.; October, 28½@29c.; November, 28½@29c.

(Continued on page 42.)

#### COTTON OIL TRADING RULES.

The members of the New York cotton oil trade held a meeting at the Produce Exchange on Tuesday for the purposes of changing some of the rules regulating transactions in cottonseed products. A committee was finally appointed to report in two weeks to the trade, composed of Joseph Gash, Herman Loeb, John Aspegren, Charles L. Long and W. R. Cantrel. There is some talk of changing the rules respecting transfer notices, also those relating to the quantity that can be tendered on contracts, or at least specifying the latter in gallons rather than in barrels.

#### PRODUCE EXCHANGE NOTES.

Memberships about \$250.

Benjamin E. Saveland (grain commission) was proposed for membership.

Visitors: A. C. Charlot, Mexico; J. B. Crawford, Melbourne; Frank C. Colville, Shanghai; A. O. Fleischman, Liverpool; J. B. Brown, Sydney; W. L. Morales, Havana; H. E. Hughes, Minneapolis; Julius Davidson, Kansas City; Louis Helm, St. Louis; E. J. Hurry, Newman Hamlink, Chicago; George Dobson, Galveston; J. J. B. Orth, Memphis; E. C. Morton, Minneapolis.

#### WOOL POWDER.

Sheep are sheared. Their wool is woven into cloth. Then this cloth is sheared. This little nap or fuzz is caught. It used to be a waste product. It is ground into a powder, and is dyed any color. This fluff powder is then pasted upon designs on wall paper and is sold at a good figure. This paper thus feels like a plush or velvet. It is sold as high as 50c. per yard and is used in papering the houses of the wealthy. This outlet for the woolen mill waste has given it a valuable field for its nap and at a good price.

The waste from carding the wool is caught in an ingenious pocket under the comb. These longer dustings as well as the fibres which shake loose during the process of weaving and are drawn off by the "cyclone" and condensed are also ground. This wool meal, as it were, is used as a body for thinly-filled weaves. It is stamped into the cloth. During the wearing process this filler gradually works out and leaves the garment threadbare; the warp is exposed. This process is applied to the cheaper makes of fabrics. In a large factory these lints amount to quite an amount in weight and the item is worth the cost from a financial point of view. The processes for saving them were originally intended more to keep these lung irritants out of the air. The saving of this waste makes the mill more healthful for the employee and more profitable for the manufacturer.

#### TALLOW, STEARINE, ETC.

(Concluded from page 32.)

**COCOANUT OIL.**—The recent arrivals have gone chiefly to consumers direct, and the market has a strong tone. Ceylon, spot, 6½@6¾c.; do., near arrival, 6¾c.; August to October shipment, 6@6¾c.; Cochin, spot, 7c.; August to October shipments, 6¾@7c.

**PALM OIL.**—Very little demand, but stocks moderate; therefore, prices are supported. Red quoted at 5¾@5½c.; Lagos, 5¾c.

**CORN OIL.**—Firm prices are asked, or \$3.80@\$3.90, and there is a fair home consumption, but exporters are quiet.

**NEATSFOOT OIL.**—Trading is limited to small lots, with a fairly steady market: 20 cold test, 94c.; 30 do., at 82c.; 40 do., at 60c.; prime, 50c.; dark, 45@46c.

## Wanted and For Sale Advertisements

PAGE 48

#### Lombard Iron Works & Supply Company AUGUSTA, GA.

Builders and Dealers in ENGINES, BOILERS, Tanks, Stacks, Staudpipes, etc.; Bridge and Architectural Iron Work; Railroad, Cotton, Saw, Fertilizer, Oil and Ice MACHINERY and Supplies and Repairs; Shafting, Pulleys, Hangers, Leather and Rubber Belting and Hose; MILL SUPPLIES and TOOLS; Foundry, Machine, Boiler and Bridge Work. Capacity for 300 hands.

## ASPEGREN & CO.,

Produce Exchange,

NEW YORK,

#### Commission Merchants

EXPORTERS

Cotton Oil, Tallow  
AND GREASES.

## The Procter & Gamble Co. Refiners of All Grades of COTTONSEED OIL

Aurora, Prime Summer Yellow  
Boreas, Prime Winter Yellow  
Venus, Prime Summer White

Cable Address  
Procter, Cincinnati, U. S. A.

Marigold Cooking Oil  
Puritan Salad Oil  
Jersey Butter Oil

Office: CINCINNATI, O.  
Refinery: IVORYDALE, O.



## CHICAGO SECTION



Board of Trade memberships sold last week for \$3,100 net to the buyer.

Thomas J. Fitzgerald, cashier of the Live Stock National Bank, has been appointed a member of the Chicago school board.

Before the men who went on strike were well away from the yards many of the retail butchers raised the price of meats in their shops.

Swift & Company stock sold this week on the local exchange at 101 1/4, and it was hard to get at that. Investors know a good thing, evidently.

Forty carloads of canned meats were recently billed from Chicago to Yokohama for the Japanese government. Other orders are being rapidly filled.

Louis Pfaelzer & Sons, the well-known wholesale and retail butchers, will build a two-story and basement brick, in place of the frame, building they now occupy, opposite the Transit House, to cost about \$10,000.

Average weight of hogs at Chicago for the week ending July 16 was 225 lbs.; previous week, 226 lbs.; month ago, 221 lbs.; two months ago, 211 lbs.; three months ago, 206 lbs.; a year ago, 233 lbs.; two years ago, 230 lbs.

William McGreagor, for several years manager of the lard department of the Armour Packing Company at Kansas City, has come to Chicago to work for the company here. Mr. McGreagor had been connected with the company in Kansas City for eighteen years.

The packing house strike has certainly upset the live stock market, receipts being exceedingly small and local demand even smaller. Shipping and export demand has been the only reliable source of outlet. Prices of live stock have not materially fluctuated so far.

Fire in the fifth story of the Schwarzschild & Sulzberger Company warehouse in the stock yards caused some excitement on Friday. The fire was extinguished before it did much damage. The company officials believe that the blaze was started by crossed electric light wires.

While the daily papers last Tuesday stated that meats were soaring rapidly, pork loins being quoted at 16c. per lb., one packer here offered loins, light and fresh, at 10c. per lb. and could not sell. He had to put them in cold storage. Another packer shipped his stuff East the same day.

Henry T. Keenan, for many years general live stock agent of the Chicago, Burlington & Quincy Railroad, who for some weeks had been in failing health at his home in Fort Worth, Texas, is dead. He was well known to live stock men throughout the South and West, and was equally well known at this market, where some years ago he was a frequent visitor to his brother, Wilson T. Keenan, one of the old-time commission men at this market, whose death occurred several years ago.

Announcement is made that exhibitors at the International Live Stock Exposition must have their entries in the cattle, sheep and hog classes in the hands of General Manager W. E. Skinner, Union stockyards, Chicago, on or before the 15th day of October, if they intend to show this year. Horses may be entered as late as November 1, but not later. Such is the information given in the preliminary classification of the International that is about to be issued. This is the fifth annual exposition. It will begin on November 26 and continue until December 3.

"Unless the strike is long continued there is no probability of a scarcity of pork products," a trade leader is quoted as saying. "At the five large Western packing centres—Chicago, Kansas City, Omaha, St. Joseph and Milwaukee—there are now 25,000,000 lbs. more hog product than there was a year ago at this time, and 50,000,000 lbs. more than two years ago. This is exclusive of the pork and lard. At the same points there are also 100,000 tcs. more lard, or 34,000,000 lbs., and 30,000 bbls. more pork than last year. I can see nothing bullish in the present strike. The hogs that are held back are losing no weight, while each day of curtailed demand certainly will be lighter if there is any advance in selling prices, and the retail dealer will probably in many cases advance prices on his own responsibility."

Samuel Fox, of this city, has seized the opportunity of the butchers' strike to bring to public notice a device for the painless slaughter of animals. Mr. Fox believes cattle, sheep and hogs should be placed under an anesthetic before being killed. His device consists of a pen into which the animal is driven and confined in small space by the working of an automatic floor and walls. The head of the animal protrudes. A rubber cap is thrown over it and nitrous oxide gas is turned on at a pressure of twenty pounds to the square inch. In less than a minute, the inventor declares, the animal is overcome. Then it is swung up from the cage, and killing is effected by cutting the throat. Mr. Fox holds this method is as fast as the one now used. The packers, however, have not interested themselves in the invention, and Mr. Fox suggests to the hu-

mane societies that it might be well to compel the adoption of the anesthetic device by legislation.

Packing house corporations were investigated by the Board of Review in its pursuit of taxable capital stock yesterday. Armour & Co., with \$20,000,000 capital, showed that they had \$22,938,732 worth of real and personal property scattered all over the world. In Cook county alone the firm owns real estate valued at \$2,508,482, and personal property worth \$4,430,250. The Hammond Packing Company, capitalized at \$1,456,500, showed that it was taxed for the full value of the stock. The Omaha Packing Company, with a capital stock of \$500,000, was found to have \$858,370 worth of taxed assets, and the Anglo-American Provision Company, with \$250,000 capital stock, showed that it was taxed on \$1,230,000 worth of real and personal property. The Anglo-American's schedule of \$660,000 for personal property was confirmed. Against the Continental Packing Company, capitalized at \$500,000, "no assessment" was marked, on the showing that the company pays taxes on real and personal property values at \$723,000. A reduction of \$50,000 was made in the assessment of personal property against the Provision Dealers' Dispatch Company below the assessors' valuation of \$100,000 last year, to compensate for an error.

One of the results of the machinations of the strike leaders is startlingly in evidence in the Chicago stock yards district this week. This is the place of residence of the families of most of the packing house employees who have been ordered away from their work by the labor union bosses. The striking butchers and luggers as a class are not a thrifty lot. Few of them save money. When they are out of work their families are likely to want for the necessities of life. The hot weather has added to the possibilities of suffering. There is big talk of paying strike benefits from the union treasury, but \$7.50 a week per family will not do much toward relieving the suffering of big families situated as are those of the strikers.

In this connection the attitude of the packers has striking illustration in the offer to the Bureau of Charities to furnish 1,000 loaves of bread and a carload of ice every day, to be distributed among the families of the men who are on strike against the company and who are trying to tie up its business by preventing others from entering its employment. The plan was announced by Arthur F. Evans, attorney for Swift and Company, in the following statement: "It having come to the notice of the packers that the families of their former employees now on strike were suffering for bread and ice, Superintendent Crosby, of the stockyards station of the Chicago Bureau of Charities, was immediately

notified that a carload of ice and 1,000 loaves of bread were at his disposal for distribution daily among those in need of help, with the understanding that further assistance of the same kind would be rendered if necessary."

Even with this help, however, starvation was said to be facing thousands of persons in the stock yards district. With the strike only a week old, the distress of the people is already keen. Supt. Crosby, of the Bureau of Charities in the district, says that if the men stay out for another week the suffering will be intense.

For a long time previous to the beginning of the strike a large proportion of the packing-house workers had been laboring on short time, which meant scanty income. Living expenses went on undiminished. This was no fault of the packers, but due directly to the action of the union leaders. The union had insisted that during dull seasons the packers should not discharge any of the men, but that all should share alike in the hard times. The result was that, instead of half or two-thirds of the employees working full time during the light seasons, the whole number worked on partial time.

Most of the stock yards employees have large families. At best they live from hand to mouth, laying up little for a rainy day. With a scarcity of work their condition can be readily imagined. Under such auspices was the strike undertaken. To many of the men it seemed a plunge into the dark, but such was their faith in their union they took the leap blindly.

Now their fears are being realized. Their children and wives are hungry. There is no milk, no ice, and no meat. Worst of all, there are no strike benefits—none worthy the name. Poverty of the most pressing kind threatens the strikers, unless some means are taken to relieve them or the strike is broken.

#### YON YONSON'S LAMENT.

Ay tank av shep dem anyhow,  
Look like da doon puity val,  
Ay tak Ay shep them to South Omaha  
For comeshan man tu sal.  
  
Ay ask da clark of da depoo train,  
To wire how da market baen,  
But da comeshan man refuse to pay,  
An haed fire et back agen.

Av tank ay shep dem anyhow,  
Cause da cattle baen in town,  
So Ay load dem on da rael road train,  
And with dem cattle come down.

Ve baen got unto South Omaha,  
Baet tu e'clock in de nite,  
Ay hev deckins time to find place to say,  
Tal et been come da lite.

Next morning Ay tal da hotel clark,  
Da comeshan man hae pay me bill,  
Dat sun-of-a-gun gimme de ha-ha laf an' say,  
"Note on your ten type do Ay thank he vill."

He hole me grip tal Ay pay da bill,  
So sure as Ay baen von sinner,  
All Ay gat from dat comeshan firm,  
Baen von meeseyle leetle dinner.

Van Ay go tu da rael road man,  
Tu gat me pass back home,  
Dat guy he yoost look wise and say,  
"Dem times am pas an' gone."

Dan I come back tu da comeshan man,  
Tu get money by mae fare,  
Hae say et take et all to pay mae note,  
And hae yoost gimme da glassy stare.

South Omaha hal of a steenkin town,  
For poor Svenska man da hev no pity,  
Nact time Ay got cattle to shep,  
Ay tank Ay try Soo Ceety.

—Stockman's Advisor.

#### CHICAGO PROVISION LETTER.

(Special Letter to The National Provisioner from C. D. Forsyth & Co.)

Chicago, July 20.—We quote to-day's market as follows: Green hams, 10-12 avg., 9%@9%; 12-14 avg., 9½@9%; 14-16 avg., 9%@9½; 18-20 avg., 9%@9%. Green picnics, 5-6 avg., 7½; 6-8 avg., 7½; 8-10 avg., 7½; 10-12 avg., 9½. Green New York shoulders, 10-12 avg., 6%@7%; 12-14 avg., 6%@7%. Green skinned hams, 18-20, 11½@11%. Green clear bellies, 8-10 avg., 10; 10-12 avg., 9. No. 1 S. P. hams, 8-10 avg., 9%; 10-12 avg., 9%; 12-14 avg., 9½; 14-16 avg., 9%; 18-20 avg., 9%. No. 2 S. P. hams, 10-12 avg., 9½; 12-14 avg., 8%; 14-16 avg., 8½. No. 1 S. P. skinned hams, 14-16 avg., 11; 16-18 avg., 11½; 18-20 avg., 11%; 20-22 avg., 11%; 22-24 avg., 11; 24-26 avg., 10%; 26-28 avg., 10%. No. 2 S. P. skinned hams, 12-14 avg., 10½; 10-20 avg., 11; 24-26 avg., 10½. No. 1 S. P. picnics, 5-6 avg., 7½; 6-8 avg., 7%; 7-9 avg., 7%; 8-10 avg., 7%; 10-12 avg., 7%. No. 1 S. P. New York shoulders, 8-10 avg., 7%; 10-12 avg., 7½. S. P. clear bellies, 8-10 avg., 9½; 10-12 avg., 9.

#### CHICAGO LIVE STOCK.

##### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 11.....	26,832	915	42,860	21,324
Tuesday, July 12.....	4,432	3,395	13,482	14,292
Wednesday, July 13.....	7,011	555	10,591	6,302
Thursday, July 14.....	2,591	206	3,229	3,412
Friday, July 15.....	2,365	97	7,588	8,096
Saturday, July 16.....	1,000	30	6,000	3,000

Totals .....	44,239	5,198	83,748	56,426
Totals previous week.....	40,988	3,794	113,967	50,520
Cor. week 1903.....	57,990	7,739	126,198	64,152
Cor. week 1902.....	99,996	4,795	95,348	64,193

##### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, July 11.....	4,724	...	7,556	617
Tuesday, July 12.....	5,723	940	3,452	4,041
Wednesday, July 13.....	7,679	227	7,218	5,934
Thursday, July 14.....	3,172	258	2,669	4,295
Friday, July 15.....	2,752	93	4,816	7,338
Saturday, July 16.....	600	...	3,000	4,000

Totals .....	24,650	1,518	28,511	26,225
Totals previous week.....	13,552	160	21,553	2,710
Cor. week 1903.....	18,218	1,492	18,493	6,119
Cor. week 1902.....	13,821	486	12,144	2,823

Combined receipts of hogs at eleven markets

for week .....	228,000
Week ago .....	335,000
Year ago .....	400,000
Two years ago .....	310,000
Receipts of hogs for years to July 16th .....	12,602,000
Year ago .....	11,786,000
Two years ago .....	12,699,000

Receipts at six points—Chicago, Kansas City, Omaha, St. Louis, St. Joseph and Sioux City—as follows:

	Cattle.	Hogs.	Sheep.
Week ending July 16.....	90,200	145,900	87,400
Week ago .....	96,100	260,500	50,000
Year ago .....	150,600	320,800	107,800
Two years ago .....	152,100	213,800	119,500

#### CHICAGO HOG SLAUGHTER.

Chicago packers slaughtered hogs during week ending July 16, 1904, as follows:

Armour & Co. ....	9,200
Anglo-American .....	2,400
Continental .....	700
Swift & Co. ....	9,000
Hammond & Co. ....	3,800
Morris & Co. ....	3,500
Boyd Lunham .....	6,300
S. & S. ....	3,200
H. Boore & Co. ....	3,900
Roberts & Oake .....	2,600
Other packers .....	10,500
Total .....	55,100
Left over .....	4,000
Week ago .....	107,700
Year ago .....	100,200
Two years ago .....	95,200
Three years ago .....	139,000

##### Cattle.

Choice to prime beefeves .....	\$0.00@\$.35
Fair to good export and shipping steers .....	5.50@\$.55
Medium beef steers .....	4.95@\$.54
Inferior and plain steers .....	4.40@\$.49
Good to fancy cows and heifers .....	3.80@\$.42
Good to choice feeders .....	4.25@\$.50
Poor to fair stockers and feeders .....	3.70@\$.43
Fair to good cows and heifers .....	3.25@\$.36
Good cutting and fair beef cows .....	3.60@\$.410
Common to good canning cows .....	2.25@\$.350
Bulls, poor to choice .....	2.00@\$.435
Calves, common to fair .....	2.25@\$.450
Calves, good to fancy .....	4.75@\$.650
Corn-fed western steers .....	3.00@\$.610
Texas bulls and grass steers .....	2.75@\$.510
Fed Texas steers, fair to choice .....	4.25@\$.65

##### Hogs.

Good to choice heavy shipping .....	\$5.75@\$.58
Good to choice butcher weights .....	5.70@\$.590
Plain to good heavy packing .....	5.20@\$.545
Rough to good heavy mixed .....	5.00@\$.535
Assorted light, 180@190 lbs .....	5.60@\$.585
Good to choice, 190@200 lb. weights .....	5.75@\$.590
Poor to choice, 60@135 lb. pigs .....	4.25@\$.520

##### Sheep.

Good to prime native wethers .....	\$4.00@\$.450
Fair to good mixed lots .....	3.50@\$.450
Fair to prime western grass wethers .....	3.75@\$.440
Fair to fancy ewes .....	3.40@\$.415
Plain to good breeding ewes .....	3.25@\$.365
Culls, bucks and tail-end stock .....	2.00@\$.23.00
Short yearlings, good to prime .....	4.20@\$.475
Short yearlings, poor to fair .....	3.50@\$.400
Spring lambs, good to prime .....	6.00@\$.675
Spring lambs, poor to fair .....	3.50@\$.575

#### Look up the

#### BARGAINS

AND

#### CHANCES

on Page 48

## SUGGESTIVE HIDE AND LEATHER FACTS

The swamp has its grievances against the tanners. The disposition is to force tanning with the aid of chemicals. The hide is burned or cooked into a state of preservation instead of by the old slow process of gradually bringing the fibre under control, thus preserving its vitality and elasticity. The oils are now baked instead of being preserved. The tanner thus takes a short cut in bringing the hide from its raw to the finished leather state. Then he fills the finished product full of grease to give it apparent life, and sells it to the leather merchant for his disposal to the trade. The trade does not take kindly to this soaked and burnt stuff. The merchant does not like it. Gradually the sides are forced upon him by the simple process of holding the cut soles and the like over his head. The small shoe dealer, being glad to save waste, buys in smaller quantities, even though at higher prices, the pieces he needs.

The public finds, also, that the soles last not so long and the uppers crack more easily than in the old-time shoes.

"The user of acid tanned leather thinks he is offering some great boon when he guarantees that the uppers will not crack before the soles wear through," said a swamp leather merchant. "That means three months for the average shoe."

Another leather merchant made the following assertion: "Thirty years ago the average longevity of the average male shoe was six months. Those made to order—custom made shoes—lasted about a year. The same shoes do not now last half as long. In spite of the tanners' complaints of bad trade four times as many shoes are made and sold as were made and sold twenty years ago. This is especially true of ladies' shoes. More and more factories are going up, and those that are up are larger than ever."

A prominent hide and leather merchant made this remarkable statement: "Twenty years ago we killed within 35 per cent. as many cattle as we do now. Population in that time has increased over 50 per cent. and the shoes made don't wear, on the average, half as long, because the leather is not half as good. It is split up and cooked to death. Where do the tanners get the leather for the difference? The hides are stuffed full of cheap grease and water. They are then split and a double supply obtained. Uppers and soles are similarly treated. Goat skins, sheep skins and other skins are worked in in one way or another,

thickening the vamp with a lining. The leather trade is asked to sell this stuff at prices for the real. The green hide people are asked to sell their whole hides on the basis of a split, the tanner getting two for one."

"There are many 'fakes' in the leather trade. The merchants in the swamp feel the burden of the whole business, and while the boot man and the tanner are getting more opulent financially every year, the hide and skin broker and merchant is getting poorer, or is barely making a living at his business. Leather is not curried as thoroughly as formerly, either. A lot of offal is cooked up and left on the flank pieces. It weighs."

The above are but a few of the grievances of the people who handle green hides and finished stock. Long ago the packers found it necessary to deal direct with tanners, and they may later find it necessary to go a step further in the matter. One important meat concern is now tanning in New England. That end of its by-product business pays much better than does the output of its immense meat factory interests.

It is very interesting to note that for the nine months ending March 1 we exported 25,500,000 lbs. of hides and skins, as compared with 9,500,000 for the same period of 1903. The price for this year's exports was 10c. per lb., while for 1904 it was 9 1/4c. So the price abroad pulled them out. They were needed over there. We imported 195,000,000 lbs., as against 241,000,000 lbs. for the same period of 1903. The price averaged 18 1/2c. per lb. this year and for 1903 it was 18 1/4c. per lb. average. So the price this year, though 1/4c. per lb. higher on the average for the whole list, failed to bring them in. At the same time foreigners were paying 3c. per lb. more for American hides and skins than they paid last year. With theirs coming to us at 1/4c. per lb. lower this year than last, it makes the difference suggestive of quality.

There is another suggestive matter in this connection. While our exports of leather and leather goods increased from \$23,771,000 for the nine months of the fiscal year of 1903, to \$24,500,000 for that period of 1904, our imports of leather increased only \$32,000, and those of leather and the manufactures of leather \$260,000. It would, therefore, seem that present hide and leather conditions are favorable to the trade in this country. The hide and skin people look for a stronger, healthier tone for their product.

## WARMING TEXAS COTTON LANDS

The Texans have at last found that the flax-waxy lands of Northern Texas are the coldest soils on earth. When it rains they are wet, waxy and chilly. When they dry they crack and ventilate far down, also making them too cold for crops. The result is that the farmers in that section will use fertilizers to warm the ground and thus stimulate plant life. The soil is fertile enough, and if the chills could be kept out of it, would be highly productive. As it is, these earth draughts cause rust and other ills to the crops planted there. The trouble in this respect is in the Spring, when the plant needs early heat to start it off.

## HIDES AND SKINS

(Shoe and Leather Reporter.)

## CHICAGO.

Native steers, sprandy	—	12 1/2
Native steers, heavy	—	11 1/2
Native steers, light	11	11 1/2
Texas steers, heavy	—	13
Texas steers, light	—	12
Texas steers, ex. light	—	11
Butt-branded steers	—	11
Colorado steers	—	11
Native cows, over 55 lbs.	—	10 1/2
Native cows, under 55 lbs.	—	10 1/2
Branded cows	—	10 1/2
Native bulls	—	9
Branded bulls	—	8
Pates, per 100 lbs.	—	8 1/2
Trimmings, per 100 lbs.	—	7 1/2
No. 1 heavy steers	—	10
No. 2 heavy steers	—	9
Side-branded steers, flat	—	8 1/2
Side-branded cows, flat	8 1/2	8 1/2
No. 1 heavy cows	—	9 1/2
No. 1 buff hides	—	10
No. 1 ex. light hides	10	10 1/2
No. 2 buff hides	—	9
No. 1 bulls	8 1/2	8 1/2
No. 1 calfskins	13 1/2	14
No. 1 kips	11	11 1/2
Deacon skins, each	67 1/2	87 1/2
Slunks, each	40	40
Horsehides, each	3.70	3.75

## Sheep Pelts.

Green salted pelts, packer lambs	90	93
Green salted packer sheep	1.40	1.50
Green salted packer shearlings	67 1/2	70
Green salted country pelts	1.25	1.75
Dry pelts, Montana, butchers' full woolled	13 1/2	14
Dry pelts, Utah, butchers' full woolled	13 1/2	14
Dry pelts, Wyoming, butchers' full woolled	—	13
Dry pelts, Colorado and New Mexico, butchers' fair run	—	12
Dry flat shearlings, good stock	—	12
Dry flat shearlings, damaged	3	7
Dry murrains, Montana and Utahs	13 1/2	14
Dry murrains, Colorado	—	13

## BOSTON.

## Dry—Selected.

California	—	16
Southern	—	16
San Antonio	—	16
Texas	—	16

## Salted.

Brighton, abattoir steers	10	—
Brighton, abattoir steers, butt-branded	9	—
Brighton, abattoir cows	9	—
New England cows, green	7	—
New England cows, salted	9 1/2	—
New England steers, salted	10	—

## Wet Salted.

Southern	35@40.	8 1/2 @ 9
Texas ox and cow	60@70.	8 1/2 @ 9
Western cows	—	9 1/2 @ 10
Western seconds	—	8 1/2 @ 9
Extremes	—	10
Extremes seconds	—	12

## Calfskins.

Dairy	60@65	65
4 to 5 lbs.	80@85	85
5 to 7 lbs.	1.00@1.10	—
7 to 9 lbs.	1.30@1.35	—
9 to 12 lbs.	1.60@1.65	—
12 to 16 lbs.	1.85@1.95	—
16 to 25 lbs.	2.15@2.25	—

## NEW YORK.

## Selected.

City natives—60 lbs. and over	—	11
City butt brands—60 lbs. and over	—	10 1/2
City Colorados—60 lbs. and over	—	10 1/2
City bulls—all weights	8 1/2 @ 9	—
City cows—all weights	10 @ 10	—

## City Calfskins.

5-7	1.20	—
7-9	1.50	—
9-12	1.75	—

## Country Calfskins.

5-7	1.05	—
7-9	1.25	—
9-12	1.65	—

## STANDISH GOES TO DETROIT.

Though J. D. Standish, until recently of the official family of the G. H. Hammond Company, has retired from official connection with that big concern, he has not gone out of the meat business. For many years Mr. Standish headed a big distributive house at Detroit, Mich. He has gone there and will keep in touch with the trade from that point. He was one of the organizers of the Hammond Company in 1881 and an officer until his retirement at the last election of officers. Mr. Standish is one of the shrewdest men in the trade.

## MARKET PRICES

## CHICAGO.

NOTE.—Owing to strike conditions early in the week it was impossible to give anything like accurate quotations in fresh meats, because of the rapidly fluctuating market.

## WHOLESALE FRESH MEATS.

## Beef.

Western Cows...	51 1/2@6
Native Cows...	6 @7
Western Steers...	6 @7
Good Native Steers...	8 1/2@9
Native Steers, Medium...	8 1/2@10
Heifers, Good...	8 1/2@11
Heifers, Medium...	8 1/2@12
Hindquarters...	2 1/2c. over straight Beef
Forequarters...	2 1/2c. under "

## Beef Cuts.

Steer Chucks...	6 1/2
Cow Chucks...	6 1/2 @ 5 1/2
Honeysuckle Chucks...	6 1/2
Medium Plates...	6 1/2
Steer Plates...	1
Cow Rounds...	8
Steer Rounds...	9 1/2 @ 10
Cow Loins, Common...	10
Cow Loins, Medium...	11 1/2
Cow Loins, Good...	11 1/2
Steer Loins, Light...	11 1/2
Steer Loins, Heavy...	11 1/2
Beef Tenderloins, No. 1...	22
Beef Tenderloins, No. 2...	20
Strip Loins...	8
Sirloin Butts...	10
Shoulder Clods...	6
Rolls...	11
Rump Butts...	6
Trimmings...	5
Shank...	3 1/2@4
Cow Ribs, heavy...	9 @ 10
Cow Ribs, Common, Light...	7
Steer Ribs, Light...	13
Steer Ribs, Heavy...	14
Loin Ends, steer—native...	14
" cow...	9

## Beef Offal.

Livers...	3
Hearts...	2 1/2
Tongues...	12
Sweetbreads...	20
Ox Tails...	3 1/2

## Veal.

Heavy Carcass Veal...	6 1/2@7
Light Carcass...	7 @ 7 1/2
Medium Carcass...	8 @ 8
" Good Carcass...	9 @ 9
Medium Saddles...	10 @ 10
Good Saddles...	11 @ 11
Medium Racks...	5 @ 6
Good Racks...	6 @ 6

## Veal Offal.

Brains...	3 1/2
Sweetbreads...	40
Hearts...	5
Livers...	25
Plucks...	13
Lambs.	
Medium Caul...	9 @ 9
Good Caul...	10 @ 10
Springfield Lambs...	11 @ 11
Round Dressed Lambs...	12 @ 12
Baddles Caul...	13 @ 13
Baddles Springfield...	
R. D. Lamb Saddles...	15 @ 15
Caul Lamb Racks...	8 @ 8
Springfield Lamb Racks...	9 @ 9
R. D. Lamb Fries, per pair...	5 @ 5

## Mutton.

Medium Sheep...	7 @ 7 1/2
Good Sheep...	7 1/2 @ 8
Medium Saddles...	9 @ 9
Good Saddles...	10 @ 10
Medium Racks...	6 @ 6
Good Racks...	7 @ 7
Mutton Legs...	5
Mutton Stew...	5

## Fresh Pork, Etc.

Pork Loins...	12 1/2@13
Leaf Lard...	17 @ 17
Tenderloins...	6 1/2@7
Spare Ribs...	9 @ 9
Butts...	5 @ 5
Hocks...	5 @ 5
Trimmings...	3 @ 3
Tails...	3 @ 3
Snouts...	3 @ 3
Pigs' Feet...	2 1/2@3
Pigs' Heads...	2 1/2@3
Knuckles...	2 1/2@3
Blade Bones...	6 @ 6
Cheek Meat...	8 @ 8
Hog Plucks...	8 @ 8
Neck Bones...	12 1/2@13
Skinned Shoulders...	8 @ 8
Pork Hearts...	11 @ 11
" Kidneys...	10 @ 10
" Tongues...	10 @ 10
Slip Bones...	3 @ 3
Tail "	2 1/2@3
Back "	12 1/2@13

## Dry Sausage.

Packed in 25-lb. boxes, 34c. per lb. extra.	20 1/2
Extra Fine Cervelat...	18 1/2
Choice H. C. "	17 1/2
Fine H. C. "	17 1/2

## THE NATIONAL PROVISIONER.

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Medium Plates...	6 1/2
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Cow Loins, Medium...	11 1/2
Cow Loins, Good...	11 1/2
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Medium Saddles...	9 @ 9
Good Saddles...	10 @ 10
Medium Racks...	6 @ 6
Good Racks...	7 @ 7
Mutton Legs...	5
Mutton Stew...	5

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Spare Ribs...	9 @ 9
Butts...	5 @ 5
Hocks...	5 @ 5
Trimming...	3 @ 3
Tails...	3 @ 3
Snouts...	3 @ 3
Pigs' Feet...	2 1/2@3
Pigs' Heads...	2 1/2@3
Knuckles...	2 1/2@3
Blade Bones...	6 @ 6
Cheek Meat...	8 @ 8
Hog Plucks...	8 @ 8
Neck Bones...	12 1/2@13
Skinned Shoulders...	8 @ 8
Pork Hearts...	11 @ 11
" Kidneys...	10 @ 10
" Tongues...	10 @ 10
Slip Bones...	3 @ 3
Tail "	2 1/2@3
Back "	12 1/2@13

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Steer Loins, Light...	11 1/2
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Rolls...	11
Rump Butts...	6
Trimming...	5
Shank...	3 1/2@4
Cow Ribs, heavy...	9 @ 10
Cow Ribs, Common, Light...	7
Steer Ribs, Light...	13
Steer Ribs, Heavy...	14
Loin Ends, steer—native...	14
" cow...	9

## Beef Offal.

Livers...	3
Hearts...	2 1/2
Tongues...	12
Sweetbreads...	20
Ox Tails...	13

July 23, 1904.

## NEW YORK CITY

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## LIVE CATTLE.

Good to choice native steers.....	\$5.60@6.00
Medium to fair native steers.....	5.00@ 5.50
Poor to ordinary native steers.....	4.25@ 4.90
Oxen and stags.....	2.25@ 4.50
Bulls and dry cows.....	1.75@ 4.25
Good to choice native steers one year ago.....	5.20@ 5.60

## LIVE CALVES.

Live veal calves, a few selected.....	100 lb @ 8
Live veal calves, good to prime.....	100 lb 7 1/2@ 7 1/2

## LIVE HOGS.

Hogs heavy weights (per 100 lbs.).....	5.95@6.20
Hogs, medium.....	5.20@6.30
Hogs, light to medium.....	5.05@6.40
Pigs.....	6.10@6.45
Roughs.....	5.20@5.45

## LIVE SHEEP AND LAMBS.

Spring lambs, selected.....	per lb 6 1/2
Spring lambs, good to choice.....	per lb 5 1/2@ 6
Spring lambs, culs.....	per 100 lb 4 1/2
Sheep, selected.....	per 100 lb 4 1/2
Sheep, medium to good.....	per 100 lb 3 1/2
Sheep, culs.....	per 100 lb 3

## DRESSED BEEF.

CITY DRESSED.	
Choice native, heavy.....	6 1/2
Choice native, light.....	6 1/2@ 6 1/4
Common to fair, native.....	6 1/2@ 10

## WESTERN DRESSED BEEF.

Choice native, heavy.....	9 1/2@ 10
Choice native, light.....	9 1/2@ 9
Native, com. to fair.....	9 1/2@ 9 1/4
Choice Western, heavy.....	9 1/2@ 9
Choice Western, light.....	8 1/2@ 8 1/4
Common to fair, Texan.....	8 1/2@ 8
Good to choice heifers.....	8 1/2@ 9
Common to fair heifers.....	8 1/2@ 8 1/4
Choice cows.....	8 1/2@ 9
Common to fair cows.....	8 1/2@ 7 1/2
Good to choice oxen and stags.....	8 1/2@ 9
Common to fair oxen and stags.....	7 1/2@ 7 1/2
Fleshy Bologna bulls.....	8 1/2@ 6 1/2
Fresh pork loins, Western.....	12@ 14

## DRESSED CALVES.

Veal, city dressed, prime, per lb.....	12 1/2@13
Veal, good to choice, per lb.....	12@13
Calves, country dressed, prime, per lb.....	9@11
Calves, country dressed, fair to good.....	7@9
Calves, country dressed, common.....	6@7

## DRESSED HOGS.

Pigs.....	8 1/2@ 8 1/4
Hogs, heavy.....	7 1/2@ 7 1/2
Hogs, 150 lb.....	7 1/2@ 8
Hogs, 160 lb.....	7 1/2@ 8
Hogs, 140 lb.....	8@ 8 1/2

## DRESSED SHEEP AND LAMBS.

Spring Lambs, choice.....	per lb 6 1/2
Spring Lambs, good.....	6@13
Spring Lambs, culs.....	6@12
Sheep, choice.....	6@10
Sheep, medium to good.....	6@9 1/2
Sheep, culs.....	6@8

## PROVISIONS.

(Jobbing Trade)	
Smoked hams, 10 lb average.....	6@12
Smoked hams, 12 to 14 lb average.....	6@12
Smoked hams, Heavy.....	6@12
California hams, smoked, light.....	6@10
California hams, smoked, heavy.....	6@10
Smoked bacon, boneless.....	6@13
Smoked bacon (rib in).....	6@12
Dried beef sets.....	6@13
Smoked beef tongue, per lb.....	6@15
Smoked shoulders.....	6@14
Pickled bellies, heavy.....	6@12

## THE NATIONAL PROVISIONER.

## BONES, HOOFS, HAIR AND HORNS.

Round shin bones, av. 50-60 lb cut, per 100 bones, per 2,000 lb.....	\$55.00
Flat shin bones, av. 40-45 lb cut, per 100 bones, per 2,000 lb.....	40.00
Thigh bones, av. 90-95 lb cut, per 100 bones, per 2,000 lb.....	75.00
Hoofs.....	15.00
Horns, 7/8 oz. and over, steers, first quality.....	270@280
No. 2 heavy kips, 18 lb and up.....	piece 1.60
No. 1 kips, 14-18 lb.....	piece 1.70
No. 2 kips, 14-18 lb.....	piece 1.50
No. 1 grass kips.....	piece 1.90
No. 2 grass kips.....	piece 1.25
Ticky kips.....	piece 1.00
Branded heavy kips.....	piece 1.10
Branded kips.....	piece .90
Branded skins.....	piece .50

## BUTCHERS' SUNDRIES.

Fresh steer tongues.....	Not quoted
Fresh Cow Tongues.....	" "
Calves' head, scalded.....	" "
Sweet breads, veal.....	" "
Sweet breads, beef.....	" "
Calves' liver.....	" "
Beef kidneys.....	" "
Mutton kidneys.....	" "
Livers, beef.....	" "
Oxtails.....	" "
Hearts, beef.....	" "
Rolls, beef.....	" "
Tenderloin beef, Western.....	" "
Lamb's tripe.....	" "
Fresh pork loins, city.....	" "
Fresh pork loins, Western.....	" "

## BUTCHERS' FAT.

Ordinary shop fat.....	2@3
Suet, fresh and heavy.....	3@5
Shop bones, per cwt.....	25

## PICKLED SHEEPSKINS.

XXX sheep, per dozen.....	2@5.75
XX sheep, per dozen.....	2@4.50
X sheep, per dozen.....	2@3.75
Blind Ribby sheep.....	2@3.75
Sheep, ribby.....	2@3.12 1/4
X lamb, per dozen.....	2@4.50
X lambs, per dozen.....	2@3.50
No. 1 lambs, per dozen.....	2@3.00
No. 2 lambs, per dozen.....	2@2.00
Culls, lambs.....	2@.75

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	80
Sheep, imp., wide, per kg, 50 bundles.....	\$40.00
Sheep, imp., medium, per bundle.....	60
Sheep, imp., per bundle, narrow.....	44
Sheep, imp., Russian Rings.....	42
Hog, American, in tea or bbls., per lb, F.O.B. Chicago.....	42
Beef, rounds, per set, f. o. b. Chicago.....	12
Beef, rounds, per set f. o. b. N. Y. ....	15
Beef, rounds, per lb.....	2
Beef, bungs, piece, f. o. b. N. Y. ....	6 1/2
Beef, bungs, per lb.....	5
Beef, middles, per set, f. o. b. Chicago.....	35
Beef, middles, per set, f. o. b. N. Y. ....	37
Beef, middles, per lb.....	6 1/2
Beef weasands, per 1,000, No. 1's.....	5
Beef weasands, per 1,000, No. 2's.....	2 1/2@ 3

## SPICES.

Crude.....	3 1/2@ 3 1/4
Refined—Granulated.....	4 1/2@ 4 1/4
Crystals.....	4 1/2@ 5 1/4
Powdered.....	4 1/2@ 5

## GREEN CALFSKINS.

No. 1 calfskins.....	per lb .14
No. 1 calfskins, buttermilk.....	.12
No. 1 calfskins, 12-14.....	each 1.50
No. 2 calfskins, buttermilk.....	.10
No. 2 calfskins, 12 1/2-14 lb.....	piece 1.30
No. 1 grassers.....	per lb .12
No. 2 grassers.....	per lb .09
Ticky kips, 18 lb and up.....	piece 1.00
Ticky kips, 18 lb and up.....	piece 1.40

No. 2 heavy kips, 18 lb and up.....	piece 1.60
No. 1 kips, 14-18 lb.....	piece 1.70
No. 2 kips, 14-18 lb.....	piece 1.50
No. 1 grass kips.....	piece 1.90
No. 2 grass kips.....	piece 1.25
Ticky kips.....	piece 1.00
Branded heavy kips.....	piece 1.10
Branded kips.....	piece .90
Branded skins.....	piece .50

## DRESSED POULTRY.

## FRESH KILLED—ICED.

Turkeys—Western, hens, average run.....	14@15
Western, toms, average run.....	14@15
Common.....	12@13
Broilers—Pulia, 3 1/2@4 lbs. to pair, per lb.....	27@28
Phila., 3 lbs. and under to pair, per lb.....	22@24
Pa., 3 1/2-4 lbs. to pair, fancy, per lb.....	23@25
Pa., mixed sizes.....	20@22
Pa., under 3 lbs. to pair, per lb.....	15@16
Western, dry-picked, large, per lb.....	18@19
Western, scalded, large, per lb.....	17@18
Western and Southern, small.....	14@16
Fowls—Western, dry-picked, average best.....	13@14
Western, scalded, average best.....	13@14
Western, Southern & Southwestern, dry-picked, average best.....	13@14
Western, Southern & Southwestern, scalded, average best.....	13@14
Western & Southern, fair to good.....	12@13
Old cocks, per lb.....	@14
Spring Ducks—Long Island & Eastern.....	@14
Jersey, Pa. & Virginia, fancy.....	15@16
Jersey, Pa. & Virginia, fair to good.....	14@15
Squabs—Prime, large, white, per dozen.....	2.50@2.75
Mixed, per dozen.....	2.25@2.37
Dark, per dozen.....	1.50@1.62

## FROZEN.

Turkeys—Hens, No. 1.....	@19
Toms, No. 1.....	19@20
Capon, per lb.....	@20
Broilers—dry-picked.....	17@18
Scalded.....	15@16
Chickens—Roasting, soft meated, fancy.....	17@18
Average No. 1.....	14@15
No. 2.....	10@12
Ducks—No. 1.....	12@13
Geese—No. 1.....	11@12

## LIVE POULTRY.

Spring chickens, nearby, per lb.....	15@17
Fowls, per lb.....	@15
Roosters, per lb.....	@9
Turkeys, per lb	

## LIVE STOCK REVIEWS

### CHICAGO

(Special to The National Provisioner from the Bowles Live Stock Commission Company.)

Chicago, July 20.

**CATTLE.**—Receipts of cattle the first three days this week, 16,282, against 38,275 same period last week, and 48,943 corresponding period a year ago. Out of a total of 44,291 cattle on the market last week, 28,000 of this number arrived on Monday, and receipts the succeeding days ranged from 1,000 to 7,000. The strike of the butchers' union, which went into effect on the 12th inst., is still unsettled, and naturally has disturbed trade conditions among the handlers of live stock at this market, as well as at the other points similarly affected. Daily supplies of cattle have been light, and the demand has been proportionately small. The big packers are practically out of the market, and the offerings are purchased almost entirely by Eastern shippers, exporters and small killers. Values have fluctuated sharply, and the markets have been very uneven. Although values today show little or no change in comparison with the prices of a week ago, top steers sold to-day at \$6.35 for 35 head, averaging 1,458 lbs. sold by Bowles Live Stock Commission Co. Cattle as good as tops of a week ago would have sold readily at \$6.45. The bulk of the medium to good beef steers sold at \$5.25@\$5.85. A liberal number of choice cattle from \$6.00@\$6.35. The demand has centered principally for good, fat, light and handy-weight steers and heifers on the yearling order, and big, heavy steers are slow sellers. The unusually hot weather has curtailed the consumption of fresh meats. Prime 1,250 lb. cattle are selling around \$6.00@\$6.40; good to choice, same weights, \$5.50@\$5.60; fair to good, \$4.75@\$5.50; choice fat, 1,050 to 1,150 lbs., at \$5.40@\$5.90; fair to good, \$4.90@\$5.40. Common thin killers down to \$3.85. Good fat she stock in good demand; prime heifers up to \$5.50. Bulk of the good kinds, \$4.00@\$4.50; common to fair, \$2.50@\$3.50; best fat cows, \$4.25; bulk, \$2.80@\$3.50. Canners and cutters almost unsaleable, \$1.25@\$2.70. Bulls steady; best heavy, \$3.75@\$4.25. Bolognas, \$2.50@\$2.80. Feeders, \$2.30@\$3.00; common light, \$1.75@\$2.30. Veal calves fluctuating wildly, but strong to-day; best, \$6.50; bulk, \$5.00@\$6.00; common, \$2.50@\$4.00. Fat Texas steers and heifers are going to the packers. Thin stock not wanted. Texas steers, 1,000 to 1,100 lbs. largely, \$4.65@\$4.75. Heifers, \$2.75@\$3.25. Stockers and feeders in light supply and poor demand at \$2.25@\$4.25; largely \$3.00@\$4.00. Plenty of cattle are being held back in the country waiting for the strike to be settled.

**SHEEP.**—Receipts of sheep and lambs have been quite moderate this week, owing to stop orders sent through the country on account of the strike. The Western shipper has been sending in quite a few grass sheep, and most of these have found sale at a decline of from 25@40c. per cwt. from last week. On the market to-day fat yearlings sold at \$4.50; prime Western spring lambs at \$6.75; Western wethers and yearlings mixed at \$4.25; with ewes at \$3.75 to \$3.90. The feeding demand is very strong; everything on this order is bought up readily. The native shippers have been marketing quite moderately, and strictly choice lambs are in demand from city butchers; medium kind find very poor sale, as packers are practically out of the market for this class of stock. They are buying the Western sheep, but most of them are being forwarded to Eastern points to be slaughtered there. The strike is still unsettled, and this afternoon will decide whether an agreement can be reached or not. At the present writing it looks very much as though the packers were in this fight to break all unions.

**HOGS.**—Receipts of hogs the first three days this week, 25,532, against 66,933 same period last week, and 66,834 corresponding period last year. Under the light supply the

market has advanced from 25@40c. per cwt. during the past week. Tops to-day, \$5.85 for choice light, against \$5.35 a week ago. Mixed and heavy to-day at \$5.80, against \$5.45 last Wednesday. Tops reached \$5.90 yesterday, but to-day, with receipts estimated at 12,000, the market was 10@30c. lower. Shippers have been buying quite freely until to-day, when they were practically out of the market, and the packers were not in shape to handle even the small offerings. Fair to choice medium and butcher weights sold from \$5.40 to \$5.60; bulk around, \$5.50; heavy packers, \$4.80@\$5.25 for common to good; bulk, \$5.10@\$5.20. A few light hogs sold early up to \$5.85; same kind at the close, \$5.65; bulk, \$5.50@\$5.60. Choice shipping hogs sold up to \$5.85 early, but sales over \$5.70 were few. Bulk of the good lots, \$5.50@\$5.65, according to weight. Provisions declined to-day, and until the strike is settled the market is not in shape to take care of liberal supplies.

### KANSAS CITY

(Special to The National Provisioner.)

Kansas City, July 22.

**CATTLE.**—Receipts this week, 31,100; last week, 11,100; same week last year, 31,000. There was a break of 15 to 25c. in the cattle market Monday, but prices have been higher since, more than making up the loss of Monday and putting killing grades of cattle about on the same basis as before the flood or the strike, three weeks ago. Top steers this week were \$6.15; heifers, 5c.; heavy cows, \$4.40. Medium to common butcher stuff has been hard to sell, but with prospects of packing houses soon reaching normal conditions inquiry was better yesterday. Stock and feeding cattle are 30 to 50c. under three weeks ago, ranging from 3c. to \$4.50, and country demand should improve, as this class of cattle are worth the money.

**HOGS.**—Receipts this week, 39,300; last week, 15,800; same week last year, 35,300. Hogs have been coming freely. Prices were lower the first of the week, but were helped by an excellent shipping demand from small slaughterers all over the East, 6,000 head being taken by this trade in a single day—Tuesday. Quality averages good for the season, but more common and grassy stuff is appearing, and the average weight dropped off 8 pounds from previous week and got below 200 pounds for the first time in two years. Prices are lower to-day. The top is \$5.35; bulk, \$5.15@\$5.30.

**SHEEP.**—Receipts this week, 6,000; last week, 1,500; same week last year, 12,200. Not enough sheep have been coming to test prices or to make competition worth while. One packer was buying the first of the week, but all are now in the market. Spring lambs are about up to 6c.; ewes, 4c.; wethers, \$4.30.

**HIDES.**—Hides are strong. Green salted, 8c.; dry flint butcher, 15 $\frac{1}{2}$ c.; fallen, 14c.; under 16 lbs., 12 $\frac{1}{2}$ c.; dry glue, 7c.; sheep pelts, 10c.

Packers' purchases this week:

	Cattle.	Hogs.	Sheep.
Armour	5,634	13,443	1,093
Cudahy	1,127	3,570	247
Fowler	20	...	...
Ruddy	227	...	...
Schwarzschild	953	1,579	314
Swift	2,373	7,846	587

### ST. JOSEPH

(Special to The National Provisioner.)

South St. Joseph, Mo., July 20.

All of the packing houses at South St. Joseph are now slaughtering cattle, hogs and sheep on a moderate scale, but greatly in excess of this time of last week. There is no material change in the strike situation at this point, both the strikers and the packers standing firm. The markets all around have had pretty good life, due to the receipts being within the limits of the packers' wants.

As compared with the close of last week, the general beef steer market shows a loss of 10 to 15c., or 15 to 25c. with that of the opening day of last week, or previous to the strike. The demand is centered on the good, fat, light and medium weights, while the heavy weights and common and medium kinds are discriminated against. Cows and heifers that could be graded above the cutter order met with ready sale right along at fully steady prices with late last week, but canners and cutters suffered a loss of 10 to 15c. There has been a limited volume of business transacted in the stocker and feeding cattle department, owing to the light supplies and the small country outlet.

The hog market has been solely regulated by the receipts, for the packers and shippers have been able to take care of moderate supplies, but not of liberal marketing. Light and light mixed meet with the most favor, while packer grades are discriminated against. The quality runs pretty good and the average weight is getting stronger than last week.

As in other departments of the trade, while conditions are abnormal, supplies of sheep and lambs must be kept down to suit the demand, which is limited. Good Idaho spring lambs, the first to arrive here this season, sold at \$5.75 Monday, or around 75c. lower than the day preceding the strike, which was Monday of last week, and good Idaho sheep brought \$4.00, or 40 to 50c. lower than they would have sold for on the above day.

### CATTLE SLAUGHTERED.

Special reports to The National Provisioner show the number of cattle slaughtered at the following centers for the week ending July 16:

Chicago	18,133
Omaha	3,471
St. Joseph	8,732
Cudahy	583
Sioux City	538
South St. Paul	428
Cincinnati	3,241
Louisville	1,180
New York and Jersey City	7,946
Detroit	1,549
Buffalo	16,550
Denver	934

### HOGS SLAUGHTERED.

Special reports to The National Provisioner show the number of hogs slaughtered at the following centers for the week ending July 16:

Chicago	52,871
Omaha	6,294
St. Joseph	9,907
Cudahy	10,955
Sioux City	1,832
Ottumwa	16,743
Cedar Rapids	4,607
Bloomington	779
South St. Paul	6,977
Cincinnati	9,970
Indianapolis	22,791
Louisville	7,812
New York and Jersey City	26,621
Detroit	4,351
Buffalo	32,130
Denver	2,256

### SHEEP SLAUGHTERED.

Special reports to The National Provisioner show the number of sheep slaughtered at the following centers for the week ending July 16:

Chicago	29,634
Omaha	6,983
St. Joseph	4,382
Cudahy	320
Sioux City	57
South St. Paul	2,209
New York and Jersey City	46,901
Detroit	2,330
Buffalo	11,200
Denver	1,587

## NEW YORK LIVESTOCK

## WEEKLY RECEIPTS TO JULY 18, 1904.

	Beefs.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	2,258	...	3,127	45,066	9,702
Sixtieth st.	1,136	100	8,126	1,837	
Fortieth st.					14,354
Lehigh Valley	5,005	...	...	...	
Weehawken	873	...	...	...	
Scattering	64	125	28	2,575	
Totals last week	9,746	123	7,154	33,331	24,104

## WEEKLY EXPORTS TO JULY 18, 1904.

	Live Cattle.	Live Sheep.	Qrs. of Beef.
Schwarzschild & S., Ss. Minneapolis	635	...	935
Schwarzschild & S., Ss. Idaho	150	...	
Schwarzschild & S., Ss. Philadelphia	375	...	900
J. Shamborg & S., Ss. Minneapolis	375	...	
J. Shamborg & S., Ss. Benedict	60	...	
J. Shamborg & S., Ss. Idaho	250	...	
Miscellaneous, Ss. Trinidad	22	40	...
Total exports	1,492	40	1,935
Total exports last week	2,475	1,671	16,222
Boston exports this week	2,106	1,412	8,240
Baltimore exports this week	944	304	
Philadelphia exports this week	608	...	5,000
Portland exports this week	766	1,290	
Newport News exports this week	718	...	
Montreal exports this week	4,018	866	
To London	2,960	...	5,463
To Liverpool	4,671	3,006	8,700
To Glasgow	1,600	...	
To Bristol	348	...	
To Manchester	530	886	...
To Newcastle	157	...	
To Cardiff	204	...	
To Hull	100	...	300
To Southampton	...	...	300
To Para, Brazil	60	...	
To Bermuda and West Indies	22	40	...
Totals to all ports	10,632	3,932	15,065
Totals to all ports last week	9,227	5,487	25,205

## RECEIPTS AT CENTRES

## SATURDAY, JULY 16.

	Cattle.	Hogs.	Sheep.
Chicago	1,500	6,000	3,000
Kansas City	2,000	6,000	1,000

## MONDAY, JULY 18.

	Cattle.	Hogs.	Sheep.
Chicago	7,500	0,000	9,000
Kansas City	9,000	7,000	2,000

## TUESDAY, JULY 19.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	5,000	4,000
Kansas City	4,000	8,000	1,000
Omaha	15,000	3,000	
St. Louis	12,000	7,000	400
Sioux City	400	1,800	...

## WEDNESDAY, JULY 20.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	12,000	5,000
Kansas City	6,000	2,000	1,000

## THURSDAY, JULY 21.

	Cattle.	Hogs.	Sheep.
Chicago	500	30,000	8,000
Kansas City	2,000	6,000	1,000

## FRIDAY, JULY 22.

	Cattle.	Hogs.	Sheep.
Chicago	8,500	23,000	8,000
Omaha	4,800	5,400	5,500
Kansas City	4,000	2,000	2,000
St. Louis	3,000	4,500	1,000
Sioux City	300	2,500	...
Ft. Worth	700	200	...

## BALTIMORE FERTILIZER MARKET.

(Special Letter to The National Provisioner from  
Thos. H. White & Co.)

The market for ammonium remains quiet, with the volume of business small. Prices were not advanced as a result of the strike in the West, and with to-day's news of agreement as to arbitration the market will no doubt continue quiet, as is usual at this season. We quote (nominal):

Ground tankage, 11 and 15, \$2.12½@2.15 and 10 per unit f. o. b. Chicago; ground tankage, 6 and 25, \$14.50@15.00 per ton f. o. b. Chicago; ground concentrated tankage, \$2.10@2.12½ per unit f. o. b. Chicago; ground blood, \$2.32½@2.35 per unit f. o. b. Chicago; hoof meal, \$2.15@2.17½ per unit f. o. b. Chicago; crushed tankage, 9 and 20 (futures), \$2.55 and 10, \$2.57½ and 10 c. i. f. basis Baltimore.

Nitrate of Soda.—The market continues firm with upward tendency. The general quotations are for 96%, \$2.17½@2.20, and for 95%, \$2.15@2.17½.

Sulphate of Ammonia.—The market is quiet. July-Sept., \$3.00@3.02½; Oct.-Feb., \$3.02½@3.05 c. i. f. Baltimore and New York.

## THE NATIONAL PROVISIONER.

## GENERAL MARKETS

## LARD IN NEW YORK.

Western stearine, \$6.80@7.05; city stearine, \$6.62½; refined, continent, tes., \$7.25; do., South America, tes., \$8.00; do., kegs, \$9.00; compound, \$5.87½@6.00.

## HOG MARKETS, JULY 22.

CHICAGO.—Receipts, 23,000; dull; 5@10c. lower; \$4.80@5.45.

KANSAS CITY.—Receipts, 7,000; 5@10c. lower; \$5.00@5.30.

OMAHA.—Receipts, 5,500; slow; lower; \$4.90@5.10.

CLEVELAND.—Receipts, 50 cars; little doing; \$5.40@5.50.

INDIANAPOLIS.—Receipts, 5,000; lower; \$5.25@5.45.

EAST BUFFALO.—Receipts, 40 cars; slow, all grades; \$5.70.

## LIVERPOOL.

Liverpool, July 22.—(By cable)—Beef, extra India mess, 58s. 9d.; pork, prime mess, western, 67s. 6d.; shoulders, 40s.; hams, s. c., 46s. 6d.; bacon, c. c., 42s. 6d.; long clear light, 45s. 6d.; do., heavy, 42s. 6d.; do., short ribs, 45s. 6d.; backs, 42s. 6d.; bellies, 45s.; turpentine, 42s.; rosin, common, 8s. 3d.; lard, prime western, tes., 34s. 9d.; 28-lb. pails, 35s.; cheese, white, 37s. 6d.; do., colored, 39s.; American steam lard (Hamburg), 50 kilos, 33½s; tallow, 21s. 3d.; do., Australian (London), 24s. 3d.; cottonseed oil, refined (Hull), 18s. 4½d.; linseed oil (London), 18s. 4½d.; petroleum refined (London), 5¾d.

## ROTTERDAM.

Rotterdam, July 9.—The oleo market remains quiet. The total sales were about 3,066 tes. American oleo and stock, against about 2,692 tes. during the same period in 1903, and against about 7,303 tes. last week. Total arrivals from America were 4,036 tes.; arrivals during the year, 141,184 tes.; same time in 1903, 105,463 tes. Total expected is about 4,431 tes. Present stocks of American oleo and stock are about 7,514 tes., against about 8,570 tes. at same time last year.

Imports of margarine (butterine) in England amount this year in the week ending July 2 to 15,752 cwt., against 14,387 cwt. during about same period in 1903, and against 18,375 cwt. during preceding week.

Neutral lard is lower again, strictly choice brands being offered at fl. 42½ on shipment, and at fl. 42 spot.

Cottonseed oil is quiet; spot boiled is offered at fl. 25½@25; prime summer yellow at fl. 24@23. Total arrivals of American cotton oil during this week were about 250 bbls.

## WESTERN GLUE MARKET.

(Special Letter to The National Provisioner.)

CHICAGO, July 18.—No special changes over last week on the different qualities of glue. General conditions prevailing over the entire country among the manufacturing industries confirm our belief that prices will remain firm, with possibilities of further advances on the medium and lower grades. Herewith are the market quotations:

Gelatine glue, extra, 22@30c.; No. 11, 18@22c.; regular, 16@18c.

White glue, 1st, 12@15c.; 2nd, 10@12c.; 3rd, 8@10c.

Cabinet glue, high test, 14@16c.; medium test, 11@14c.; ordinary test, 9@11c.

Sizing glue, extra light, 11@13c.; light, 9@11c.; medium, 7½@9c.; brown, 6½@7½c.; dark, 5½@6½c.

## FRIDAY'S CLOSINGS.

There were reports this morning of further trouble in the packing yards, and there was less tone to general markets. The products were early slightly easy and quieter. Hog receipts increasing and their prices 5@10c. lower. Estimated Chicago stock pork, 48,000 bbls. (49,537 bbls. July 1); lard, 139,700 tes. (124,284 tes. July 1); ribs, 24,400,000 lbs. (21,988,000 lbs. July 1).

## Cottonseed Oil.

Market remains tame and dull, with more of the oil on offer at the prices than can be sold. Prices are essentially as they closed the night before and nominal.

## Oleo-Stearine.

Quiet at 7c.

## Tallow.

Market still at a standstill on large trades, with the features essentially as noted in our review. The packers feel that the tallow production will be, for some time, less than the ordinary volume of it and are fairly confident over prices, while buyers are holding off, as using their held stocks, and decline to pay excited prices. Weekly contract deliveries of city, hds., made at 4½c. basis last sale. Decidedly higher prices asked up to 5c., but bids not better than 4¾c.

## COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspergen & Co.)

The market has declined about \$1.00 per barrel during the past week, and this decline has been caused by a combination of circumstances of which the principal ones are as follows:

Considerable quantities of unsold August oil which was held in anticipation of higher prices has been thrown on the market by holders and loose oil held all over the country has been pressing for sale. The packing house strike, which was expected to advance values and on which some holders based their hopes, has been settled. The fine crop prospects all over the country has made mills all over the country more anxious to sell new crop delivery of crude oil, and with buyers holding off, a reduction in quotations has taken place for these deliveries, and this has affected the old crop months also. The dulness of the foreign markets just now, when orders were needed, has naturally helped to make matters worse. On this decline one of the leading concerns who was supposed to be short quite heavily has bought large quantities, and we estimate their purchases during the past week at about 50,000 bbls. It is mostly July and August oil that has been taken in.

The future course of the market will from now on be more or less dependent upon the crop prospects. As long as these continue as fine as they are at present there will naturally be a desire on the part of the mills to lay out contracts for October, November and December, and same may cause a decline in these options. The new crop deliveries influence the price of old crop deliveries, and in such a way even the old crop deliveries feel the effect.

We consider that from now on it will be a weather map market. Crop scares would certainly advance values just as fine prospects may lower them. A prominent bear said to-day that oil will decline unless crop prospects should change. Still, prices are not high, and whatever decline may take place, even with fine crop prospects, cannot be very heavy. We quote to-day as follows:

Prime summer yellow cottonseed oil—July, 28½c. asked and 28c. bid; August, 28½c. asked and 28½c. bid; September, 29c. asked and 28½c. bid; October, 29c. asked and 28½c. bid; November-December, 28½c. asked and 28c. bid. Prime winter yellow cottonseed oil, 31c.; prime summer white cottonseed oil, 31c.; Hull quotation of cottonseed oil, 18.4½d.; prime crude oil in tanks, October-November, Southeast or Valley, 22c.

## RETAIL SECTION

## **TWELVE IMPORTANT QUESTIONS.**

The retail butcher may or may not know how to run his business from all market points of view. A representative of The National Provisioner put a series of questions to more than a score of butchers as they came on a leading avenue in New York City, with the result that only three of them could answer three-fourths of the questions. Less than half a dozen of them answered half of them. Most of them gave no intelligent answer to the questions and not one of them could answer all the questions put to the lot. Here are the questions:

HERE are the questions:

1. How many pounds do the hinds and fores make out into the various cuts as sold in your shop?
2. What is the loss per carcass in weight in scraps, "filings" and evaporation in cutting up a carcass to the retail trade?
3. What is the percentage of bone and fat per carcass which you give away as suet and soup bones with purchases by your customers?
4. What is the shrinkage in pounds per carcass of the meats which hang in your store or in the box before sold?
5. What is the average depreciation per pound on heavy and small stock by having to sell at cheaper price than when fresh because of hardening and discoloration by contact with air or otherwise?
6. What is the percentage of your carcass stuff that goes to the "fat man" as bones, scraps, fat and suet?
7. What would be a conservative estimate of the cost per pound of the stock bought for rent, light, help, handling meats, stationery, shop repairs, implements, etc.?
8. What is the percentage of losses on dead accounts with the cost added of collecting other accounts?
9. Have you ever figured where the heaviest loss falls on your business and its cause?
10. What are the most profitable parts or kinds of meats sold by you
11. What is the difference in price to sell your cuts untrimmed as they fall at  $1\frac{1}{2}$  to 2c. per pound cheaper than the same trimmed and sell the trimmings to the bone and fat man at  $\frac{1}{2}$ c. to  $2\frac{1}{2}$ c. per pound?
12. What is the actual difference in the volume and profit of your business before or while giving trading stamps?

These questions affect the vitals of the butcher business. They about sum up what a butcher should know in one line of his meat market economies. Yet the retailers were virtually unposted on most of the questions and gave rambling, meaningless answers thereto. Some few spoke intelligently on some parts of some of the questions, but were sufficiently uninformed upon the others as would cause considerable business blindness.

The nearest estimate was that the cost of rent, help and all incidentals to running a good-sized market was slightly over 2c. per

pound of the product sold. In other words, if beef cost 9c. per pound in the carcass wholesale, it costs the butcher 11c. per pound sold, making no allowance for gifts of bones and fat, shrinkage, loss in scraps and such sundries. It was the same on all other stuff. The cost from all main and miscellaneous causes will be about 3c. per pound of product.

A handy piece of prime carcass beef will cut as follows:

	Pounds.
Round .....	39
Rump .....	15
Sirloin .....	28
Porterhouse .....	14
Delmonico .....	8
Short cut .....	6
Shank .....	18
Flank .....	9
Bone .....	11
Tallow or suet .....	34
	<hr/>
	182

The bone is that which is usually given away or sold to the fat and bone merchant. That does not estimate the waste bones and fat in cutting. This is about 5 lbs. more on the amount sold, as the above weights are the cuts as delivered to the customer. These bones and the fat trimmed, which is also given away or dumped under the item "tallow" at about 5c. per lb. as suet, come from the expensive cuts, such as the porterhouse, Delmonico steak, short cut, round and sirloin. These cuts, on the average, have sold, trimmed, as follows:

Round,	39 lbs., at 18c. per lb.	\$7.07
Sirloin,	28 lbs., at 22c. per lb.	6.16
Porterhouse, 14 lbs.,	at 28c. per lb.	3.92
Delmonico,	8 lbs., at 25c. per lb.	2.00
	89 lbs.	\$19.15

The average price of the above is, roughly, 21½c. per pound. The same stuff at 2c. per pound cheaper, sold as the cut drops, will amount to \$17.35. The ten pounds of bone, fat and trimmings cut out, at 19½c. per pound, would amount to \$1.95. Added to the above it makes \$19.30, or 15c. to the good at the lower price. Thus the butcher saves time, pleases his customer, keeps his shop cleaner and in many ways benefits himself. Some butchers figure the percentage of two ounces per pound. In that case, at the rate of 1¼c. per ounce for the average sales, the difference is 2½c. per pound, or a saving of ½c. per pound to the butcher.

## CARELESSNESS OF CLERKS.

Carelessness is a fault that is next door to a crime when it happens in a retail or wholesale store. Sometimes it is really criminal. A Chicago grocer filled the jug of a customer with gasoline when vinegar was wanted, says an exchange. She took it home and poured some of it into a hot skillet, when the gasoline exploded, setting fire to her clothing and she was burned to death. Her children were also severely burned in the fire which re-

sulted. This but illustrates the horrible consequences which sometimes follow the carelessness of clerks, order men and delivery men. It is well to give clerks a talk along these lines once in a while, or, perhaps, oftener than that. Impress upon them the importance of guarding against such errors.

The best employees may relax their vigilance at times, but all should be held to strict accountability, in order that few cases of which the foregoing instance is an example shall occur. Do all employers recognize and adequately reward vigilant carefulness in clerks? Does not brilliancy sometimes leave plodding carefulness behind, notwithstanding that brilliancy may disdain such a humdrum consideration as the avoidance of error? It is conceivable that promotion lags for some men who avoid mistakes, but are not sensational salesmen, etc. A great many instances of carelessness probably never come to light. Sometimes a man's work is done automatically, and then look out for errors! Checking one's duties as far as possible will prevent a good many mistakes from being consummated. But the habitually careless dealer or clerk consistently avoids checking off a bill of goods in order to see that it corresponds with the order, or re-counting change or re-weighing goods.

#### UNIQUE METHOD OF SLAUGHTERING.

Traditions and religious prescriptions play an important role in everyday life and habits of all nations, especially so amongst the more uncivilized.

A unique method of slaughtering sheep is in vogue at Urga in Mongolia, the Buddhist monks of that town being the officially ordained butchers by virtue of their rank and position. The sheep, which are the only live-stock considered by those people, are laid on their backs, an incision is made in the breast, and the officiating monk reaches for the beating heart, which he grabs and squeezes with such force that death is said to be almost instantaneous.

#### BRITISH BUTCHERS IN SAME BOAT.

British butchers are also having their troubles over high meat prices. The extraordinary high prices prevailing for mutton during the past few months has practically made it impossible for retail traders to make anything out of it, says the London Meat Trade Journal. Beef has also shown an upward tendency, especially refrigerated, which has at times been exceptionally dear. Argentine meat, although not ranking with the best, has been making very good prices. It is quite evident unless markets change that a substantial advance on retail prices must be made to recoup the heavy losses now being made.

## LOCAL AND PERSONAL.

Ernest Henry has opened a market at Tekamah, Neb.

Oscar Swanson has opened a butcher shop at Jamestown, N. Y.

George Phelps has purchased the shop of Capt. Yost at Chiowa, Neb.

I. O. Banks has sold his market at Chau-

mont, N. Y., to O. P. Reed.

William Higgins, of Akron, N. Y., has pur-

chased the market of the late Frank Spooner.

Scriven Bros., of Youngstown, O., have

closed their market and retired from busi-

ness.

The firm of Jones & Woodward, butchers, of Honeoye Falls, N. Y., has been dissolved, and Mr. Woodward will run the shop alone here-

after.

The State Butchers' Association of Michigan will hold a celebration at Flint on Aug. 10 in connection with the Central Labor Union's jubilee.

Joseph A. Smith and Charles Brown have bought the S. W. Stoddard & Co., meat busi-

ness which Denning Olmsted operated at Conticello, N. Y.

The Buffalo Retail Butchers' & Meat Deal-

ers' Association of Buffalo, N. Y., will hold

its field day with horse racing and a barbecue a feature on next Thursday.

City Councilman Elmer Warren, of Jop-

lin, Mo., has bought J. W. McCullah's mar-

ket, together with the building it occupies

and five acres of land for \$2,500.

Messrs. Cornell & Lunney, of Maybrook, N.

Y., have constructed a temporary store for

their meat business and are building a large

market, ice house, cold storage room and

barns.

Francis K. Sweerity has been appointed re-

ceiver for Sigmund Needles and Frederick

Wortheimer, of Philadelphia, Pa., engaged

in the meat and provision trade as the firm

of Needles-Hadley Supply Co.

Meat Cutters' Union of Minneapolis, Minn.,

has elected the following officers: President,

George Kissinger, Jr.; vice-president, Frank

Otto; recording secretary, C. Sump; financial

secretary, B. N. Gleessen; treasurer, W. P.

Northey; board of trustees, M. L. Noreen, O.

Haas and J. Twombly.

The Butchers' Protective Association of

Davenport, Ia., at its last meeting decided to

take vigorous action to compel all butchers to

close up at 6:30 p. m. each day and 10 a. m.

on Sundays. The local union of Amalgamated

Meat Cutters will aid the Master Butchers'

to enforce the closing agreement.

C. F. Lutz, of Ann Arbor, Mich., is build-

ing two brick stores at a cost of \$8,000, one

of which he will occupy as his butcher shop.

The buildings will be finished in October, un-

til which time Mr. Lutz has closed his store

and gone on a vacation.

The Chief of Police has been asked by the

Retail Butchers' and Grocers' Association, of

New Haven, Conn., to aid them in enforcing

the Sunday closing laws. The association

has also agreed to have a half holiday on

Thursdays during the summer.

The Butchers' Local Union No. 1 of Bloom-

ington, Ill., held a dinner and smoker last

week after installing the following new offi-

cers: President, Bert Barnes; vice-president,

John Gilwee; financial secretary, F. H.

Hodge; recording secretary, Herbert New-

berg; treasurer, Gus Schewe; trustees, Ray

Holcomb, C. C. Utesch and Ed. Beck.

At a meeting of the Retail Butchers' Asso-

ciation of Peoria, Ill., last week, it was de-

cided to close shops on Wednesday after-

noons for the summer. Delegates were cho-

sen to the annual convention of the Master

Butchers of America at St. Louis, next week,

and they were instructed to try to secure the

next meeting of the convention for Peoria.

Nathan Bockman, of Wabash, Ind., prop-

rietor of a large market, was arrested last

week at the instance of several butchers for

keeping open on Sundays. He stated in court

that his prosecution was really because he did

not raise meat prices with other butchers while

the other butchers declare he was punished

merely for violating the law in selling on Sun-

day.

## TO RENEW OIL STONES.

To renew oil stones try turpentine to clean

with. The reason of oil stones becoming

hard is that the pores fill up by the oil becom-

ing viscid or gummy and mixed with the par-

ticles of steel rubbed off in the process of

sharpening, thus preventing the tool from

touching the stone, by causing it to ride upon

the surface of a substance as hard as itself.

There is a secret, known only to a limited

number, that oil mixed with a small portion

of turpentine makes a stone cut freely, and

here it may be remarked that no oil that is

of a vegetable character, such as sweet oil,

is fit for a stone. Petroleum is little better.

The very best that can be used is neatsfoot

oil, which may become thick and pasty, but is

always reliable; so are all of the animal or

fish oils. That which is obtained from pou-

try is good; some prefer to use goose oil on a

stone for razors, and some mechanics substi-

tute soap-suds for the purpose.

GUARANTEED LARGEST CIRCULATION IN THE ICE AND REFRIGERATING TRADE.

# COLD STORAGE

ICE TRADE JOURNAL

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tions, Icicle Drippings, In Legal Lines,  
Among the Masters, Fires and Accidents,  
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